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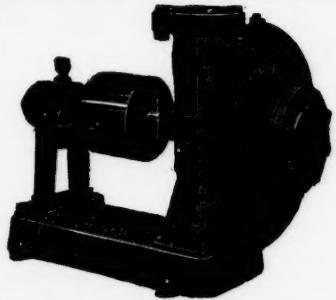
## NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

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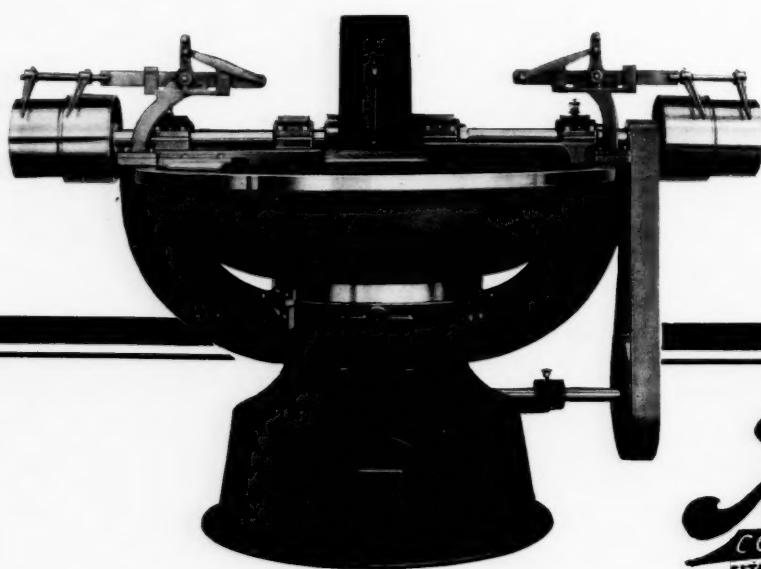
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# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION  
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No. 13.

## CO-OPERATION IN THE MEAT TRADE

### *Meat Council Plan Proves Big Business Booster*

In recent issues THE NATIONAL PROVISIONER has told of the remarkable success of the meat council idea throughout the country. Originating in the suggestion of a group of New York retailers who were guests at a packers' convention a couple of years ago, the movement has spread to the extent that a National Association of Meat Councils has been formed.

The sensational sausage campaign of the Chicago Meat Council was described by THE NATIONAL PROVISIONER in a feature illustrated number on January 28, which has been reprinted and circulated in the trade all over this country and Canada—and even abroad—wherever "sausage boosters" wanted campaign material.

The recent mass meeting of retailers at Detroit, resulting in the formation of the Detroit Meat Council, was reported fully by THE NATIONAL PROVISIONER in its last issue. The Milwaukee Meat Council also has conducted a successful sausage

campaign, which is described in this issue of THE NATIONAL PROVISIONER.

This is ample evidence of the success of the plan for a co-operative movement among retailers, packers and all elements of the trade for the purpose of stimulating meat consumption, educating the public to the value of meat in the diet, "ironing out" trade difficulties and differences, and giving the consumer a better idea of the service of the industry.

The National Association of Meat Councils is planning further organization and service work. Already it has its poster service for retailers under way; this service is described elsewhere in this issue of THE NATIONAL PROVISIONER. E. B. Moon, the new assistant secretary of the National Council, is a retail trade expert of national standing and experience, and his services will prove immediately helpful in the practical work for retailers which is planned. His appointment by President John T. Russell of the National Association will give the work additional impetus.

### **Meat Council Formed at Pittsburgh**

A mass meeting of retail meat dealers in the convention hall of the Chamber of Commerce at Pittsburgh, Pa., last Monday evening, March 27, marked a new era in the history of meat retailing in that territory. On that date the Meat Council of Pittsburgh was formally organized at a meeting attended by several hundred enthusiastic retailers and representatives of packers. It was made plain that the constitution and by-laws to be adopted would provide also for representation of the public in the council.

C. H. Ogden, vice-president and general manager of the Pittsburgh Provision & Packing Co., presided at the meeting until officials were elected, when D. E. Durbin, retailer and first president of the Meat Council of Pittsburgh, took the chair. The principal addresses were delivered by

John T. Russell of Chicago, president of the National Association of Meat Councils; W. W. Woods, secretary of the Institute of American Meat Packers; and E. B. Moon, assistant secretary of the National Association of Meat Councils.

A strong address, touching on the many questions important to the meat retailer, was made by Mr. Russell, who is recognized as one of the foremost retail meat dealers of the United States and as one who speaks with authority. He spoke enthusiastically about the meat councils and the valuable service which such organizations render to retailers and consumers, and to packers and producers also.

#### **Better Merchandising Methods.**

Mr. Russell pointed out that every meat council should promote and encourage the adoption of better merchandising methods with a view to effecting savings that may be passed on to the consumer in better service and lower prices, a policy which

should lead to the increased consumption of meat and a better and sounder business for both producer and distributor of meat. Every council also should bring about improved relations between packers and retailers, he said, and should acquaint the public with the facts about the meat industry.

"This new meat council," the speaker declared, "should assist dealers to solve some of the difficult problems in retailing. Turnover is one of them. Meats are perishable, and when certain cuts move slowly, shrinkage and waste result. Some of this loss from slow-moving cuts must be added to the cost of doing business and passed on to the ultimate consumer."

"A colored poster service, which will feature the cuts which are moving slowly at any given time, and which is now in preparation by the National Association of Meat Councils, 22 West Monroe street, Chicago, will solve the problem of turnover for meat dealers," declared Mr. Russell. He advised the retailers in the audience to urge upon customers an increased consumption of meat, for which "there is no substitute!"

#### **Accounting System for Meat Dealers.**

"The National Council now has under development an accounting system for retail meat dealers," Mr. Russell continued. "Every merchant should strive to reduce his cost of doing business. How to reduce, where to reduce, when to reduce, can be accurately told only from an accounting system. It will point out to the dealer how and when to quicken turnover and thereby increase his net profit and at the same time serve his customer better and at lower cost."

"The progressive retailer of meat performs important functions, noteworthy services:

"He must study and know the demands of his customers.

"He must finance his customers' needs in advance of their requirements.

"He must meet his customers' wants with only a legitimate margin of profit.

"He must provide a convenient trading place for his customers.

"He must provide for his customers a trained force of employees to give service.

"He must stand behind the merchandise he sells knowing always that his business is rather the selling of meat satisfaction than just meat.

"Such is the service exacted of the retailer, and for that service he is entitled to a fair profit.

"We must co-operate with one another," Mr. Russell said at another point. "We must together strive to reduce avoidable losses and shrinkage. Together we should co-operate not only with our brother re-

tailers but likewise with producer and packer.

#### Serious Loss in Bruised Carcasses.

"There is a tremendous loss to retailers each year in bruised carcasses. Deep internal bruises can not be detected until the carcass is cut. The loss from bruises totals hundreds of thousands of pounds of meat each day. If we work alone, the remedy lies beyond our own power to help or mend; we must have co-operation from farmers, shippers and packers.

"Animals should be carefully handled and loaded by farmers and shippers; then in turn carefully handled by men in the yards so that when they reach the packers for slaughter they will be free from bruises. Co-operation and education will solve this problem and its solution will prove of benefit to the retailer and to his customer.

#### Meat Dealers Should Be Organized.

"We learn from associating with our fellow man. Through organized effort we secure the help and co-operation of other organized bodies; through organization we learn from the leaders in our business better methods in selling, in advertising, in merchandising, in service. These better methods are passed along from council to council until they become the standard practice. All of this must come through co-operation and service. We can make the retailing of meat a stable, profitable business but only in ratio to the service we render our customers. All retail meat dealers should belong to our organization—it stands for progress, for betterment, for service."

W. W. Woods, secretary of the Institute of American Meat Packers, spoke along the same lines he followed the previous week in addressing a mass meeting held under the auspices of the Meat Council of Detroit. His speech on that occasion was reported in these columns at length in the last issue.

#### Better Understanding in the Trade.

In Pittsburgh, Mr. Woods pointed out the importance of a better understanding between dealer and packer and dealer and customer. He showed how unfair advertising had a tendency to reduce the consumption of meat to the injury of retailer, packer and consumer.

In referring to the public's discrimination in favor of the so-called choice cuts, Mr. Woods said that retail meat dealers at one time were severely criticized for retail meat prices, not by the customers who were buying chuck for 21 cents, but rather by the customers who were buying porterhouse at 60 or 70 cents per pound.

A meat council will help the dealer persuade his patrons to equalize their demand for the various cuts to solve their selling, merchandising and advertising problems.

The National Association of Meat Councils was defined by Mr. Woods as "an organization of which the local meat councils as units constitute the membership and which was created to co-ordinate the work of the local councils and to make possible by joint efforts achievements too pretentious for one meat council to undertake alone."

#### Co-operation to Get Results.

It will require action by all concerned to raise the per capita consumption of meat to where it was in 1900, Mr. Woods said. The public must know that meat is a superior food but they can learn this only if the dealers, co-operating with the National Association of Meat Councils, help spread correct information.

There are many other ways in which the local and national meat councils can help the retailer, the consumer and the packer.

#### Advertising as a Booster.

E. B. Moon, assistant secretary of the National Association of Meat Councils,

spoke briefly on the importance of advertising in some form as a business-building force, and an expected service by today's customers. In this connection he pointed out the advantages of the poster service, and showed how it would help the retailer.

Mr. Moon also emphasized the necessity of an accounting system in every retail store. "The days of guessing should be over," he declared. "An accounting system will make you a better buyer and better seller, a better servant of your customer. Put it in!"

Following Mr. Moon's talk, the Meat Council of Pittsburgh was organized.

#### Meat Council of Pittsburgh.

The following officers were elected and the following standing committees and members were named:

D. E. Durbin, president; M. J. Hennessey, vice-president; C. C. Bradley, secretary; R. W. Hogan, treasurer.

Executive committee (to be composed of five packers and five retailers, each committee to choose its own chairman)—J. J. McAleese, H. M. Smucker, Frank Pfordt, W. W. Oswald and George N. Meyer, packers; J. M. O'Brien, Jos. Kinder, C. A. Shaner, G. J. Eckstein and Jos. Hildorfer, retailers.

Packer and retail representatives (to be

composed of ten members each; each committee to choose its own chairman)—G. C. Gootmiller, John Wall, Louis Goehring, Al Trautman, Charles Lenz, A. Lundell, J. P. Ondek, Frank Alvender, A. H. Hoffman and Nathan Crow, retailers; Oscar Fisher, A. Brenneman, Brown Denholm, George Hoffman, John McGrath, E. G. Barbour, Charles Peters, J. Frey and Paddy Meehan, packers.

Representative of public—(To be named).

Committee on public relations (to be composed of two members each; each committee to choose its own chairman)—Mr. Berg and George F. Hess; Herbert Sanders and C. E. Wolff.

Committee on trade relations (to be composed of five members each; each committee to choose its own chairman)—Ed. Tresser, S. B. Charters, James Wetach, George Ewing and A. C. Gumm, retailers; W. H. Zoller, H. M. Smucker, J. J. McAleese, R. W. Hogan and J. E. Abbott, Carnegie, Pa., packers.

Committee on merchandising problems (to be composed of three members each; each committee to choose its own chairman)—Eugene Jones, G. L. Franklin and Frank Pfordt, packers; George Kurtz, Jr., H. A. Clapper and J. H. E. Nagel, retailers.

Committee on market information (to be composed of five members each; each committee to choose its own chairman)—Mr. Koever, J. M. O'Brien, Jos. Kinder, W. M. Callear and A. A. Lloyd, retailers; John Foertsch, Mr. Simons, Joe Lohrey, John Stewart and Frank J. Kuhn, packers.

## A Great Poster Service for Meat Dealers

By John T. Russell, President, National Association of Meat Councils.

The old adage, "Great oaks from little acorns grow," finds a new application in the development of a poster service for retail meat dealers.

In the sausage campaigns conducted by several local meat councils with such remarkable success many dealers learned as never before the power and value of advertising in general, and of the pulling power of hangers, posters and windows in particular. Many of them greatly increased their sausage business and have maintained the increase. Out of that successful sausage-selling experience has come a well defined poster service in colors for retail meat dealers, covering every month in the year.

Retailers in other lines have learned long since the value of organized, persistent advertising effort, yet few of them have been provided with such a plan and service. Retail meat dealers are indeed most fortunate in being able to secure what dealers in many other lines have hoped for but which has not yet materialized for them.

Thanks to the representatives of the various local meat councils of the National Association of Meat Councils, who in January instructed the officials of the association to prepare a poster service in colors, a regular twice-a-month service for retail meat dealers is now definitely worked out. This service centers on one of the very vital problems of meat retailing, the moving of "slow sellers," of cuts which may be moving slowly at any particular time.

The solution of this problem is very important to the retailer for he knows that slow-moving cuts increase waste or loss and thus hold down net profits. He has learned through several months of careful tests with posters that all slow-moving cuts can be moved if the good qualities of these cuts are made known to the housewife through a strong appeal to her palate and to her pocketbook.

#### Poster Service to Boost Sales.

This poster service is a simple, practical, helpful, most economical advertising service based on the idea that advertising is just plain salesmanship, mostly on paper, which has for its object the sale of

goods at a reasonable profit. It is a twice-a-month service covering every week, every month in the year.

And the advertising idea behind the poster service is that advertising helps the seller help himself by helping the buyer. It helps the housewife to buy intelligently, economically, and helps her to solve the "what to cook" problem, a service which most housewives very much appreciate.

Further, this poster service is based on the law of service, "Give and ye shall receive," a great underlying fundamental in business, which we must apply in our stores and markets because it is a true law based on scientific precision; more than a mere suggestion for good practice, more than a slogan. "He who serves best profits most," is a truth as fixed as the law of gravity.

Moreover, the poster service is based on a fact well known to the big department stores and the leading chain stores, namely, that there is no medium in retailing more effective as a selling force than windows properly used and that the window is an acknowledged, proven force for getting business.

It is based on another well known fact, though yet unknown by too many retailers in all lines, the fact that advertising in some form is the efficient, economical way to sell merchandise, to sell meats; that advertising, after the most careful analysis, is the most efficient and most economical method of marketing goods ever developed by business enterprise and brains; that as such it is always an investment and never an expense; that its effect is to lower selling cost.

#### Service Sells by Repetition.

Also, the poster plan is based on the established law of selling that the attention value of advertising depends on the number of times it comes before readers, or on repetition.

Think, if you will, what tremendous attention value a fine large poster in attractive colors, carrying a message of saving, of satisfaction, and of service when displayed in windows of hundreds of stores and markets throughout a city, has upon the minds of housewives.

(Continued on page 48.)

## Boosting Sausage in Its Own Home Town

"Sausage Made Milwaukee Famous!"

This paraphrase of a pre-prohibition advertising slogan is as truthful as the original, for Milwaukee probably has as much right to claim to be a "sausage center" as any other city in the country.

Most people would say that a sausage campaign in Milwaukee was like carrying coals to Newcastle, or trying to teach Henry Ford how to make automobiles.

But despite the well-known phrase, "Milwaukee Sets the Standard for Quality," the Milwaukee Meat Council was not satisfied that it meant 100 per cent sausage consumption in that city.

The Council saw there was a good chance to increase the consumption of sausage right in Milwaukee itself, and an opportunity to educate the consumers to the true worth of sausage just as effectively as had been done in Chicago through its great campaign, the story of which has been published in the columns of THE NATIONAL PROVISIONER. The methods of the Milwaukee sausage campaign and the success achieved in recent weeks are here reported as a guide and an inspiration to others.

The sausage campaign in Milwaukee was a short one, lasting one month. From the point of view of the methods of publicity and financing, description of such a campaign will be of value to many communities which are not likely to carry on such an extended campaign as the now-famous Chicago "drive." Naturally the methods were simpler and did not involve as much money. With co-operation from sausage makers, packers, retailers, the local press and the public, success was assured.

### Short and Snappy Campaign.

The Meat Council of Milwaukee decided upon a campaign to last one month, feeling a short, snappy program would "put over" sausage in the best way. So there was outlined a series of four "Eat More Sausage Weeks."

To carry out the campaign a Special Sausage Committee of the Meat Council was appointed, consisting of the following members: Carl L. Hertz, Armour & Co., chairman; Fred Lins of the Lins Sausage Co., and Frank Spewachek of the Milwaukee Sausage Co. These men, in co-operation with President Joseph F. Seng of the Milwaukee Meat Council, W. J. Nicholson of the Plankinton Packing Co., vice-chairman of the Council; Wm. E. O'Neill of the Cudahy Brothers Co., secretary, and retail members of the Council are entitled to great credit for the plan and execution of the campaign.

These plans for the four weeks' period covered four kinds of sausage, and each week one kind of sausage was featured, as follows:

First week, pork sausage.

Second week, frankfurters.

Third week, bologna.

Fourth week, liver sausage.

### Sausage Recipe Contest Helps.

In many ways the distinctive feature of the campaign was the cordial co-operation of the newspapers of Milwaukee. The Milwaukee Sentinel was so impressed with the advantages of the campaign that it conducted during the first week of the campaign a sausage recipe contest for Milwaukee county housewives.

The contest was a simple one, a fact which made for its success. Any woman in the county could participate. All any woman had to do to enter was to send in

a recipe for preparing sausage, or some dish the basis of which was sausage.

The rules for sausage recipe contest were these:

1. All recipes submitted must be for the preparation of some kind of sausage or some dish, the basis of which is sausage.

2. Any woman in Milwaukee county may enter the contest.

3. Each contestant may submit as many recipes as she sees fit.

4. The ten recipes, selected by the judges, will be awarded a prize of ten pounds of sausage each.

5. All recipes must be mailed to "Editor, Sausage Contest, Milwaukee Sentinel.

### Start of the Campaign.

The campaign was actually started by the following letter on the same lines as those of the Chicago campaign, which was

sent to every one of the 800 retailers of Milwaukee, and in which the program was outlined in an attractive way:

Jan. 18, 1922.

Dear Sir and Brother:

Bigger sales for you! Let us tell you how you can sell more sausage and so make more money.

The sausage manufacturers, packers and casings men of Milwaukee have raised a considerable sum of money which will be spent in an effort to increase the consumption of sausage. A campaign will begin Jan. 23rd and continue for 4 weeks. During this period various kinds of sausage will be featured for a week or two at a time. Fresh pork sausage, the popular product that is just coming into season, will be the first item to be specialized.

The committee directing the campaign will endeavor to tell the public, with the (Continued on page 44.)

## Some Prize Winning Sausage Recipes

These were offered by housewives in the Recipe Contest which was a feature of the Milwaukee Sausage Campaign. The prize-winning recipes were as follows:

### I.—"Surprise Balls."

Roll mashed potatoes into balls—press a hollow in the ball, fill with sausage meat and roll up again. Place in a greased pan with a little fat on each ball, brown in the oven and serve hot.

### II.—"Creamed Sausage."

One-half pound sausage (bologna).

Two tablespoons chopped onions.

Four tablespoons fat.

One-half cup flour.

One can tomato soup.

One-half teaspoon salt.

One-half teaspoon pepper.

One cup beef broth.

Method: Cook onion and seasoning in fat until yellow, stir in flour until smooth, add broth and tomato soup. Cook until creamy. Arrange sausage in slices on a platter and pour the sauce over it. Serve with buttered toast.

### III.—"Breakfast Dish."

Fry one pound of pork sausages. Peel three large tart apples, core and cut into slices three-eighths inch thick—dip into milk and then flour. When sausages are brown put the sliced apples into sauce spider and fry until brown. Serve on hot platter, sausages in center and apples around them. Granulated sugar may be put on apples if desired.

### IV.—"Spaghetti and Pork Sausage in Casserole."

One package of spaghetti.

One pound pork sausage.

One cup milk.

One tablespoon flour.

One tablespoon butter or substitute.

One-half teaspoonful salt.

Boil spaghetti in two quarts salted boiling water twenty minutes. Drain and rinse with cold water. Heat the milk, add butter and flour, previously mixed to a paste with a little water or milk. Put spaghetti in baking dish, then the sausage, cover with balance of spaghetti, pour cream sauce over all and bake about three-quarters of an hour. Keep covered first half of baking.

### V.—"Sauerkraut and Frankfurters with Dumplings."

Two pounds of kraut, put in kettle with enough water to cover, cook slowly for two hours, adding water when necessary. Make a dough. One cup flour, one-half teaspoon salt, one teaspoon baking powder, milk to make soft dough. Put eight frankfurters into kraut, then drop dough by teaspoons into kettle. Cover and cook twenty minutes longer.

### VI.—"Baked Potatoes Filled with Sausage."

Take even sized potatoes, wash, rub them with lard and sprinkle all over with salt, cut off tops, take out some of the inside. Put in a pork sausage and bake. This is a good two in one dish.

### VII.—"Combination Sausage and Eggs."

Make rounds of toast. Fry as many good sized (although thin) rounds of sausage meat as required, allowing one for each serving and place where they will keep hot. Pour off half the fat, and into the remainder stir a cup of cream, thickened with a little flour. Stir and cook until thick and well blended. Put rounds of toast with rounds of sausage on top on platter or individual plates; arrange poached eggs on top of each, and lastly pour sauce around. Garnish with parsley and an olive for each serving.

### VIII.—"Green Peppers Stuffed with Sausage Meat."

Six sweet green peppers.

One-half cup bread crumbs.

Six or eight pork sausages, skin taken off, onion to flavor, salt and pepper.

Cut tops from peppers. Remove seeds and let shells soak in a strong salt brine several hours. Mix together sausage meat, bread, onion and seasoning. Fill shells with the mixture and pin on caps with toothpicks. Put in oven with a little water in bottom of pan to keep peppers from sticking. Bake until peppers are tender, about thirty minutes. Have some tomato sauce prepared, when serving pour this over peppers.

### IX.—"Pigs in Blanket."

One pound pork sausages.

One small head cabbage.

Cut leaves from stem, dip in boiling water, spread on a cloth to dry, then place one pork sausage in each leaf, fold ends and roll up and tie with clean string, place in boiling salt water and boil ten minutes. Drain and put on hot platter. Gravy: One-half cup tomato juice, one-fourth cup stock from cabbage water, one teaspoon butter, a dash red pepper, thicken with corn starch, pour over the sausages and serve hot.

### X.—"Baked Cucumber."

Take one large ripe cucumber, cut lengthwise in halves, take out pulp and seeds and fill each half with the following mixture:

One pound fresh liver sausage, one cup bread crumbs, one small chopped onion, one-half cup milk, one teaspoon salt. Mix all together, fill cucumber, put bits of butter on top and bake half an hour.

This is wholesome and cheap.

## Recent Court Decisions

The following digest of recent decisions of State and Federal Courts of interest to meat packers has been prepared by Briggs & Schmutz, Attorneys, 105 West Monroe St., Chicago, Ill. The cases reviewed are those appearing in the National Reporter System, published and copyrighted by the West Publishing Company, St. Paul, Minn.

**Two Year and a Day Clause in Which to Bring Suit Stipulated in the Bill of Lading Construed.**—The Supreme Court of Errors of Connecticut, in Humphrey-Cornell Co. vs. Hines, Director-General of Railroads, et al., decided Nov. 30, 1921, reported in 115 Atlantic 561, affirmed a judgment in favor of the carrier.

This covered a shipment of catsup made on Nov. 14, 1916, from Toledo, Ohio, to Bridgeport, Conn., and was lost in transit. Claim was filed for the loss of the shipment, and after several years' correspondence was declined. The shipper brought suit May 21, 1919, after the stipulation as to time in which to bring suit had expired. Judgment was had for the carrier and the shipper appealed.

The upper court in affirming the judgment held that: the stipulation in the bill of lading limiting the time to bring suit, under the law at the time the shipment moved was good, and after the period of limitation stipulated in the bill of lading had expired suit could not be brought.

**Stipulation in Live Stock Contract as to Two Year and a Day Clause in Which to File Suit Construed.**—Leigh Ellis & Co. vs. Davis, Agent, decided by the Circuit Court of Appeals, Fifth Circuit, Oct. 25, 1921, reported in 276 Federal 400, affirmed a judgment in favor of the carrier. This case was previously reported in 274 Federal 443. Leigh Ellis vs. Payne.

The shipper shipped several car loads of cotton on March 25 and March 26, 1918. The carrier in making delivery of the cotton at destination was short in weight on original weights of cotton shipped.

Claim was filed and declined, suit was brought within the two-year period. This suit was dismissed and again instituted, but after the two-year limit had expired. Judgment for the carrier and the shipper appealed. The higher court in affirming the judgment held that: the stipulation in the contract was good and that the suit was barred by the stipulation in the contract.

This case has now been taken to the United States Supreme Court on a writ of error.

**Failure to Furnish Livestock Cars.**—The Supreme Court of Arkansas, in Arkansas Cent. R. Co., et al., vs. Walker, in a decision rendered Nov. 21, 1921, reported in 234 S. W. 619, affirmed a judgment in favor of the shipper.

The shipper on Aug. 18, 1919, ordered two livestock cars, one for cattle and one for hogs, for immediate shipment from Scranton, Ark., to Kansas City, Mo. Aug. 22, 1919, the agent of the carrier notified the shipper that he had one car for his hogs at Scranton and that the other car for his cattle was at Paris, another station of the carrier. The shipper, acting on the promise that the carrier had a car at Scranton, drove in his hogs on Aug. 23 and loaded the hogs into the car at Scranton and his cattle to Paris to be loaded and shipped on the same train with his hogs. Upon arrival at Paris with his cattle he was informed that there was no car for his stock. He immediately placed another order for a car, and when his hogs arrived at Paris he was compelled to unload them and await the car for his cattle. By reason of the delay he suffered damage by loss of part of his hogs and one cow, together with heavy shrinkage.

Suit was brought and the shipper was awarded judgment in the sum of \$400.00 and the carrier appealed.

The upper court in affirming the judgment held that: the testimony shows that the carrier by its failure to furnish the cars as ordered was negligent and warrants a verdict for the sum returned by the jury in the shippers' favor. Judgment as to the railroad company is reversed and that against the Director-General of Railroads is sustained.

**Liability of Carrier to Furnish Suitable Facilities at Stock Yards for Loading and Unloading Cattle Construed.**—In Hough-telin vs. Oregon Short Line R. Co. the Supreme Court of Idaho, in a decision Oct. 31, 1921, reported in 202 Pac. 571, affirmed a judgment in favor of the shipper. On Dec. 29, 1915, the shipper at Filer, Idaho, drove his sheep into the pens of the carrier for shipment the next day. During the night 269 head of his sheep were killed by dogs which entered the pens in which the sheep were placed awaiting shipment.

Suit was brought for the loss of the sheep killed and judgment was had for the shipper and the carrier appealed.

The higher court in affirming the decision held that: it was the positive duty of the carrier to provide pens in reasonably safe condition and reasonably secure, aside from any provisions of the shipping contract. The shipper had the right to rely upon this duty having been performed.

**Delay Caused by Strikes.**—In American Fruit Distributors of California vs. Hines, Director General of Railroads, et al., the District Court of Appeals, Second District, Division No. 1, California, reported in 203 Pacific 821, decided Nov. 26, 1921, affirmed a judgment against the Director General of Railroads, and he appeals.

In August, 1919, the shipper tendered to the carrier 12 carloads of cantaloupes for transportation outside of the State of California. After the shipments were accepted by the carrier, a strike took place on the lines handling the shipment, by reason of which the shipment was delayed and damaged. Suit was brought for the loss sustained and judgment was had for the shipper.

The higher court in affirming the judgment held that, irrespective of the limiting conditions stipulated in the bill of lading, the occurrence of a strike among the employees of a carrier is not sufficient in itself to excuse the carrier for failure to deliver goods shipped or to carry the same within a reasonable time to their destination. It is the duty of the carrier notwithstanding the strike on the parts of its employees, to use every reasonable effort to preserve the shipper's property, to prevent it being damaged, and to cause it to be transported to its destination. Judgment affirmed as to the Director General of Railroads and reversed as to carrier company.

**Failure to Feed Livestock.**—The Supreme Court of Montana, in a decision Dec. 19, 1921, reported in 203 Pacific 512, in Cook, et al., v. Northern Pac. Ry. Co., affirmed a judgment in favor of the shipper.

Sept. 15, 1916, the shipper made a shipment of lambs from Bozeman, Deer Lodge and Gold Creek, Mont., consigned to Union Stock Yards, Chicago, Ill. The shipper gave instructions to stop said shipments at Montgomery, Ill., for feed. Upon some of the shipping contracts this notation was made and upon the others it was left off. Shipments were brought in from St. Paul, Minn., by the Chicago, Burlington & Quincy Ry. Co., who ignored the shipper's instructions and brought them through to Chicago, Ill., without stopping at Montgomery, Ill., for feed. Suit was brought for the loss and damage sustained by reason of failure to stop for feed as instructed.

The shipper was awarded a judgment on shipments of stock upon which the shipper's contract bore the notation to stop for feed at Montgomery, and nothing upon shipments of stock where the contract did not bear this notation. Both shipper and carrier appeal.

(Continued on page 40.)

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

### FREE LIGHTERAGE AT NEW YORK.

Effective June 1, 1922, tariffs of the Eastern carriers will be amended so as to provide for two free lighterage deliveries on export trade via New York, or one free domestic delivery and one free lighterage delivery where cars are billed to New York proper. The Traffic Committee of the Institute of American Meat Packers had sought for three free deliveries, but has accepted the proposed basis as a compromise, feeling that this will afford a considerable measure of relief.

### ENTITLED TO CLEAN B. OF L.

Packers who are exporting are interested in having clean bills of lading and are glad of any means offered which will enable them to secure what they are entitled to. In order to be of service to all packers who have had trouble in this matter, Vice-president C. B. Heinemann of the Institute of American Meat Packers has sent out the following bulletin:

#### To Exporting Packers:

Our attention has been called to the practice of some of the Western railroads whose employees issuing export bills of lading, insist upon stamping thereon miscellaneous provisions of which the following are two fair examples:

1. Notwithstanding anything to the contrary herein, all freights collected under this bill of lading, including any short paid freight, are to be converted into currency of the country of the port of discharge at the current sight rate of exchange at New York on the date of vessel's entry at the custom house at the port of loading.

2. This bill of lading subject to all clauses appearing on ocean carrier's contract and of ocean carrier's bill of lading.

Where the matter has been brought to the attention of officials of the carriers they have stated that their employees were doing this without authority and have ordered the practice discontinued.

Under the recent decision of the Interstate Commerce Commission, exporters are entitled to clean bills of lading which must conform strictly to the form prescribed by the Commission.

Exporters should watch these contracts carefully and if the local railroad officials insist upon affixing stamps of this character, this office will be glad to co-operate in an effort to have the practice stopped.

Yours very truly,  
C. B. HEINEMANN,  
Vice-President.

### INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

**Unloading of Livestock.**—In a suggested report on No. 12976, Arizona Packing Co. vs. Arizona Eastern, et al., Examiner Charles R. Seal said the commission should hold the refusal of the defendants to unload interstate shipments of ordinary livestock from their cars into stock pens adjacent to the complainants plant, or to make the latter an allowance for the serv-

(Continued on page 41.)

## SERIOUS OUTLOOK FOR AUSTRALIAN MEAT

### Killing Costs and High Freight Rates Are Handicaps

(Staff Correspondence of The National Provisioner.)

Brisbane, Queensland, Feb. 26, 1922.

The outlook in the meat industry, especially cattle, is causing a great deal of anxiety throughout the commonwealth of Australia, and especially in Queensland, where most of the beef is grown. The disturbing factor is the quantity of Australian beef held in England and the reduced prices in sight at the moment. If prices showed a tendency to harden, all the packing plants would commence operations almost immediately, but there is no certainty that more than one or two, who are most favorably situated, will open their doors this season. One of these is T. Borthwick & Sons, who have continued to kill right along owing to having certain shops to supply on the other side of the world.

If a market is obtained, a very large quantity of meat will be available for export. Quite half the available supply of last year's bullocks will be exported in addition to the number that would ordinarily become "cast." In all, double the number slaughtered last year will be forthcoming. The season has been unusually good, and the cattle have been carried over in excellent condition. In fact, if the plants were able to start at the usual time, this month in the south and a month or two later in the north, it is possible that the stock would be found in better condition than in any previous season for a long time back.

#### Improve Quality and Cut Cost.

The anxiety of the companies regarding the position abroad is reflected in the visits made by a number of their representatives to London. These men may be able to advise whether it will be worth while for the companies to set the wheels moving, a point on which the trade knows little better than the man in the street. It is recognized in the commonwealth that an important factor in the campaign is the increased quantity of chilled meat arriving from the Argentine. The trade sees, as everyone must, the absolute necessity for improving the quality of its frozen beef, and for this purpose it lately obtained some concessions from the arbitration court giving it more control over the labor it employs, by which it hopes to see that the meat is better handled. During the war a certain amount of laxity was inevitable owing to the rush to pack meat and get it away.

Another factor which the trade realizes is that killing costs and transport charges must come down to enable the industry to make any headway. Although a reduction in shipping freight was secured, it is still 1½d. per pound, a great increase from before the war. An agitation is also going on to secure lower railway freights on the carriage of cattle to the plants.

#### Meat Freight Subsidy Urged.

Mr. A. M. Elder, a prominent man in the Australian meat trade, advocated this week in London before the Cold Storage and Ice Association an imperial preference for Australian meat on the basis of a freight subsidy. It is suggested that the British and Australian governments should pay a bonus of a farthing per pound on exported meat. In this demand Mr. Elder is voicing a suggestion that has been strongly urged in Australia for some time past.

The prices for meat in Australia are

very low. Although the retail prices are still fairly high, possibly because by-products have not much value, stocks in the markets are bringing low prices. In the metropolitan yards the quotation for best ox beef is about £1 per 100 pounds, while cow beef sells down to 15/- or even less. In the country good cows are sold down to £1 per head. Such depression in the cattle industry has not been known for some decades. Men who bought in at £8 or more per head, now find they cannot dispose of their bullocks for 25 per cent of the price they paid. Mutton is being sold in the markets at about 3½d. per pound plus skin values. The sheep industry is not in such a bad way as the price of wool has shown a decided improvement.

A complaint has come to Australia from London that meat which is five or six years old, and black, is being placed on the market as "Australian." This is some of the surplus war stock, and the trade here is astonished that it is not cleared out of the way so as to give the new meat a fair chance. Various suggestions have been made, such as purchasing it for relief purposes in Russia.

#### Mutton and Lamb Looking Up.

I have referred mostly to beef. The recent improvement in the London market for mutton and lamb is expected to assist the reopening of some of the plants in the other states. The improvement is greater in lamb than in mutton, and will be of more value to New Zealand than to Australia.

The export for the last six months has been very small. The falling-off has been more noticeable in mutton, of which only 138,642 carcasses were sent away. The quantity of lamb was nearly half a million carcasses, while of beef there were exported 418,000 quarters.

Reports show that inquiries are being made regarding the possibility of placing some Australian meat in France, but not much store is set by this, as it is known that stocks of meat are already held in France. Advices have come to hand, however, that Australian meat is being placed on the same footing as Argentine, which hitherto had a preference.

#### New Zealand Begins New Season.

The new season has commenced in the Dominion, but the position has not yet righted itself. The growers and trade generally are looking to the meat pool to pull them through a difficult time. The proposal has received the sanction of parliament, but details remain to be settled. Part of the trade is not persuaded that it is the best way out of the maze. An objection is made to government grading, in that it will operate badly against well-established brands. It is also argued that grading on a general scale is not practicable, owing to varying conditions of climate, and that it may lead to a lower standard.

The season is fairly favorable, except for heavy mutton and beef. The quantity of beef exported will probably be restricted. One company's prices, which are representative, may be of interest: Lambs, under 36 pounds, 4½d per pound; second quality and over 36 pounds, 4d. Wethers, under 56 pounds, 2½d per pound; 56 to 64 pounds, 2½d; 65 to 72 pounds, 1½d; over 72 pounds, 1d. Ewes, under 64 pounds, 1½d per pound; over 64 pounds, 1d. Beef, ox, prime, 20s per 100 pounds; heifer, prime, 15s; cow and second ox, 10s. The company's consolidated rate for slaughtering, freezing, bagging, and freight to London is: Mutton, 2½d per pound; lamb, 3d per pound, and beef, 2½d per pound.

A further small reduction in freights has been secured as the result of agitation,

but it is not nearly enough to reassure the trade.

#### New Way of Fixing Rates.

At the New Zealand Refrigerating Company's plant at Picton a novel method of fixing the rates for freezing has been adopted. A committee of farmers is inspecting the company's accounts with a view to fixing the freezing charges for the ensuing season. A sum of £30,000 has been spent on additions to the plant, and the idea behind the scheme is to show the farmers that there is no need for another plant.

A new plant has been opened at Moerewa, ten miles from the port of Opau, on the east coast.

The Canterbury Frozen Meat & D. P. Export Co., Ltd., showed a net profit of nearly £38,000 for last year. Dividends paid amounted to 6 per cent on preferred and 10 per cent on common stock, with a 4 per cent bonus.

The Poverty Bay company made a profit of £1,270 and paid a dividend of 7 per cent on preferred shares. Alterations cost the company over £40,000.

The Gear company, Petone, last year paid dividends of 1s 3d per share. The company considers itself fortunate in the present position of the trade in having built up strong reserves.

#### PACKERS' RIGHT TO BUY DIRECT.

The first case to be brought under the federal packer-stockyards control act of 1921 began with the hearing this week at Kansas City of charges brought by the Kansas City Live Stock Exchange against Armour & Company regarding the operation of the Mistletoe stockyards at that place. The hearings are being held before Judge B. M. Hainer, commissioner of the U. S. Department of Agriculture.

Hogs are bought by the Fowler Packing Company at the Mistletoe yards in Kansas City, Mo., direct from the producers. The Fowler company is owned by the Armour Packing Company. It is the contention of the plaintiffs that the operation of the Mistletoe yards tends to depress the price of hogs on the open market at Kansas City, that the prices paid at the Mistletoe yard are arbitrarily fixed and interfere with an open and competitive market and constitute an effort by the Armour company to control hog prices paid here.

The company's counsel, in the opening statement, denied the charges, asserted that the Mistletoe yards are private, not public stockyards under the 1921 federal law, and that the real motive of the Kansas City Live Stock Exchange is to prevent any direct buying of livestock from producers and force all producers to pay commission to commission firms.

J. Ogden Armour, president of Armour & Company, testified later in the week.

#### CHARLES J. WALSH DIES.

Charles J. Walsh, for a long time a holder of important packinghouse executive positions, died recently at his home in Pittsburgh, Pa., after a short illness. Mr. Walsh was at one time auditor for Morris and Company, and later was manager of the Dunlevy Packing Co., Pittsburgh. For the last few years Mr. Walsh has been in the hotel business and was the proprietor of the Motor Square hotel in Pittsburgh. His many friends will learn of his death with regret.

## Retail Meat Prices Approach Pre-War Levels

The retail prices of meat are fast approaching pre-war levels, according to John T. Russell, of Chicago, executive committeeman of the United Master Butchers of America and president of the National Association of Meat Councils.

"The latest available official figures," said Mr. Russell, "those from the United States Bureau of Labor Statistics for the month of February, show that the retail prices of sirloin steak, round steak, rib roast, chuck roast, plate beef, pork chops, bacon, ham and lard averaged only about 32 per cent higher than in 1913, whereas all articles of food combined averaged 42 per cent higher than in 1913.

"Retail prices of meats in many instances have continued to decline since February."

Mr. Russell added that, although so-called "dime steaks" are extinct, good meat suitable for boiling or stews is obtainable in many Chicago markets as low as 7 to 10 cents a pound. He said:

"Meats, especially beef and veal, are selling, very reasonably at present, and the housewife who markets carefully and who understands how to prepare stews, pot roasts and similar tasty dishes, now finds herself in position to take advantage of unusual bargains in many retail shops.

"Plate beef of good quality, for example, suitable for soups, stews, hamburg steak, and casserole dishes, is obtainable for 7 to 10 cents a pound, and short ribs at around 10 cents a pound.

"Choice forequarter meat, which will make excellent pot roasts, is available as low as 12½ cents a pound. Chuck, which

is a very economical cut, consisting of about two-thirds lean meat and one-fifth fat, is particularly cheap at present. It has a delicious flavor, is highly nutritious, and can be cooked in a variety of ways. It can't be beat for pot roasts.

"Light forequarters of veal, which are selling relatively low at this time, are obtainable in some markets at from 12 to 15 cents a pound. Hindquarters of veal are selling at from 16 to 22 cents a pound.

"Hotels and restaurants also have been able to reduce their meat prices. Good roast beef, for example, served on a silver platter at a table covered with linen, is obtainable at more than one place in Chicago for 40 cents a portion.

### Wrong Ideas Are Corrected.

"It is true that the dime steak said to have been existent in 1900 is no longer available at that price. But it is equally true that the suit of clothes which then was available for \$15 is also extinct, as are 2-cent railroad fares, \$20 rents, 10-cent gasoline, nickel movies, and 15-cent hair cuts.

"It is not true, as has been charged, that cuts of meat which butchers used to give away are now saleable. As a matter of fact, retailers frequently are unable to sell various cuts, particularly those from the forequarter, although they may be highly palatable and nutritious, wholesome and of the best quality; and one dealer reported recently that, far from being able to sell a certain forequarter cut of this kind, he couldn't even give it away.

"There is no sound reason why a situation of this sort should exist, since many of the cuts which are not in so great demand as loins and ribs not only sell at prices considerably lower, but, when properly prepared, compare favorably in flavor, nutritive value and palatability with the best steaks, chops and roasts."

### BETTER HIDE AND LEATHER OUTLOOK.

Although the hide and leather industry remains dull, President George H. Swift of the National Leather Co., in his annual report for 1921, predicts better times ahead in a short time, and states that "it would take but slightly improved conditions, either here or abroad, to bring about a considerable change in the problems facing us."

The turning point in the trying time that the industry has gone through, came at the beginning of the last quarter of the year. After providing for preferred dividends, the company earned a surplus of \$197,164 in the last three months of 1921. In the last three months of the year inventory was reduced by approximately \$1,400,000 and notes and accounts payable show a shrinkage of approximately \$1,300,000. The company ended the year with working capital of \$18,205,003 as compared with \$17,932,404 at the end of the previous year. This shows a ratio of current assets to current liabilities of nearly 12 to 1.

Sales for the year were \$23,500,000 as compared with \$43,000,000 in the previous year. In 1920 the company had absorbed all of a surplus account of \$4,203,283 and impaired capital to the extent of \$2,764,936, making a total deficit of \$6,968,210, which included \$2,400,000 paid out in dividends. If to this is added a reduction of \$1,418,744 in contingent reserve, the total loss for 1920 would be \$8,386,954.

The balance sheet is compared below with that of October 1 since the capital structure on the two dates is similar. On Dec. 31, 1920, the company showed an asset and liability balance of \$45,594,093.

Inventories were \$25,971,854 as compared to \$23,520,818 on Dec. 31, 1919. Other current asset accounts were not materially different than those of today and current liabilities showed no important difference except that notes and accounts payable were \$7,527,774 at the end of 1920 as compared to \$3,818,616 at the close of 1919. The compared balance sheet follows:

### Assets.

Current assets— Dec. 31, 1921	Oct. 1, 1921
Cash .....	\$ 1,193,505
Receivables .....	4,279,652
Inventory .....	15,766,770
<b>Total cur. assets.</b>	<b>\$21,239,929</b>
<b>\$22,857,018</b>	

Stock, affil. comp. ....	13,345,793
Dis. and exp. on note issue .....	408,156
<b>Total assets.</b>	<b>\$34,993,878</b>
<b>\$36,686,406</b>	

### Liabilities.

Current liabilities—	
Notes, accts., payab. \$ 2,480,122	\$ 3,769,738
Pension, conting. res. 554,804	1,154,876

Tot. current liab. ....	\$ 3,034,926
Five-year notes ....	10,000,000
Preferred stock ....	13,000,000
Common stock ....	7,500,000
Surplus .....	1,458,952
<b>Total liabilities.</b>	<b>\$34,993,878</b>
<b>\$36,686,406</b>	

Net work, capital ....	\$18,205,003
<b>Surplus.</b>	<b>\$17,932,404</b>

### OSCAR MAYER CO. FINANCES.

The annual report of Oscar Mayer & Co. for the calendar year 1921, as made by President Oscar F. Mayer, shows that all inventory and bad debt losses have been absorbed, the company is now in excellent financial condition, and that a slight profit was earned after payment in full of dividends on first and second preferred stocks. It is an excellent statement for the com-

pany because it shows current assets of \$1,138,458 and current liabilities of \$162,480, a ratio of 7 to 1.

Operating profits after taxes were \$122,920. Refinancing, which changed the 120,000 shares of common stock with no par value to stock of \$10 par value, necessitated an appropriation from surplus of \$813,000, and with dividends amounting to \$87,474 on two classes of preferred stock, caused a deficit of \$771,513 and a reduction of surplus from \$1,023,338 at the close of 1920 to \$251,824 on December 31, 1921.

First preferred stock to the amount of \$39,900 and second preferred to the amount of \$21,000 was bought in during the year. Inventories stand at \$556,369.

The balance sheet as of December 31, 1921 is as follows:

ASSETS.	
CURRENT ASSETS:	
Cash in banks and on hand .....	\$ 18,424.52
Commercial paper held as temporary investment .....	275,000.00
Accounts receivable:	
Customers' accounts .....	\$280,110.81
Miscellaneous .....	9,402.30
Officers and employees .....	4,151.02
Together .....	\$293,664.13
Deduct—Reserve for bad and doubtful accounts .....	5,000.00
	288,664.13
INVENTORIES:	
Raw materials and fin. ....	\$488,598.40
lished product .....	67,771.54
Stores and supplies .....	550,369.94
Total current assets .....	\$1,138,458.59
INVESTMENTS:	
PROPERTIES:	
Land .....	\$ 1,000.00
Land improvements .....	77,000.00
Buildings .....	15,811.11
Machinery and equipment .....	878,128.27
Office furniture and fixtures .....	641,967.96
Automobiles and trucks .....	22,150.96
Horses and wagons .....	71,504.89
Refrigerator cars .....	16,066.35
Less—Reserve for Depreciation .....	12,943.74
	\$1,735,573.28
Total .....	208,968.85
	\$1,526,604.43
DEFERRED CHARGES:	
Refining expenses, insurance, etc. ....	87,231.29
Total assets .....	\$2,753,294.31
LIABILITIES.	
CURRENT LIABILITIES:	
Notes payable .....	\$ 4,218.75
Accounts payable, wages, etc. ....	120,480.14
Accrued items and reserves .....	
Preferred stock dividend accrued .....	\$ 7,121.64
Local taxes accrued .....	17,514.40
Provision for federal taxes .....	15,126.31
Total current liabilities .....	\$ 162,470.24
CAPITAL STOCK:	
Authorized. Issued.	
20,000 6,000	
Shares first preferred 7% cumulative of \$100 each .....	\$ 600,000.00
Less—Held in treasury .....	39,900.00
	\$ 560,100.00
Shares second preferred 8% cumulative and participating of \$100 each .....	\$ 600,000.00
Less—Held in treasury .....	21,100.00
	\$ 578,900.00
120,000 120,000	
Common shares of no par value to be exchanged for a like number of shares of \$10.00 par value ....	\$1,200,000.00
Total capital stock ....	\$2,339,000.00
SURPLUS:	
Balance January 1, 1921 .....	\$1,023,337.81
Add—	
Discount on preferred stock purchased .....	6,042.00
Profit from operations for year ending December 31, 1921 .....	\$135,519.80
Less—Provision for 1921 federal taxes .....	12,900.00
Total surplus .....	\$1,152,290.63
DEDUCT:	
Proportion of refining expenses written off .....	\$ 13,000.00
Appropriation of surplus to give effect to change in common stock from shares of \$10.00 each .....	800,000.00
Dividends paid or accrued—	
First preferred stock 7% .....	40,005.55
Second preferred stock 8% .....	47,469.99
Total .....	\$90,475.54
	\$2,753,294.31

# NEVER IN THE HISTORY OF THE MEAT PACKING INDUSTRY—

has an attempt been made to publish a book such as the PACKER'S ENCYCLOPEDIA, which covers practically every phase of meat packing operations.

A glance at the table of contents of the book will convince anyone in the packing industry of the value of such a book on the packer's desk—or on the desk of anyone directly or indirectly affiliated with this industry.

On account of the limited edition to be printed the early placing of orders is suggested.

The price of this BLUE BOOK OF THE AMERICAN MEAT PACKING AND ALLIED INDUSTRIES is \$12.00, postpaid, in the United States and \$12.25 for foreign countries.

## Contents

The PACKER'S ENCYCLOPEDIA describes and illustrates the progress of the animal from the range to the retail counter—breeds, grades and classes, details of slaughtering operations, with scores of illustrations.

It covers fully the disposal of by-products, hides, the making of lard, oleo, greases, curing, cuts, tallow, tankage and blood, etc. The chapter on sausage making has hundreds of sausage recipes.

It covers packinghouse chemistry and cost accounting and furnishes a variety of information which has long been wanted by many packers. It explains refrigeration as applied to the packinghouse industry.

The Statistical Section covers facts which are in daily demand by every modern packinghouse executive. They are in chart and table form, and show production and consumption, stocks on hand, and the various ranges of prices over a period of years.

A detailed Trade Directory of packinghouse plants is also published—for the first time in the history of the industry. It shows the location, officers, and other details about packing plants in the United States and foreign countries.

Detailed lists of brokers, order buyers, wholesale sausage makers, wholesale meat dealers, and other allied industries are published, which cannot fail to be a great trade stimulator.

*Orders accompanied by remittance should be sent to*

**THE NATIONAL PROVISIONER**  
**OLD COLONY BUILDING**  
**CHICAGO, ILL.**

## TRADE GLEANINGS

The Pineapple Products Co., Tampa, Fla., whose general manager is Wm. B. Hill, will very soon erect a fertilizer factory and manufacture fertilizer.

The Rath Packing Co., Waterloo, Ia., is planning to extend its plant at an outlay of \$150,000.

The American Packing Corporation, Kentucky avenue and Division street, Evansville, Ind., is about to start operations in its new plant.

The Nelson Meat Co., San Francisco, Cal., has been incorporated with a capital of \$100,000 by the following: O. A. Nelson, B. L. Meininger, J. W. Gustavson, H. S. Young and F. T. O'Neill, 1 share each; place of business San Francisco.

The Fort Worth Poultry and Egg Co., Fort Worth, Tex., has been incorporated with a capital of \$75,000 by J. B. Collier, Jr., R. C. Veihl and O. B. Rominger. The company is installing cold storage facilities.

The American Supply Co., Miami, Fla., has been incorporated with a capital of \$20,000, and has the following officers: Fred G. Gamer, president-treasurer; Chas. R. Graham, vice-president; W. K. Walton, secretary. It will erect a fertilizer factory shortly, according to reports.

Reports from New Orleans show that packinghouse products have increased decidedly in volume of sales over those of last year in New Orleans, but for the States of Louisiana, Alabama and Mississippi, which are supplied from New Orleans, the sales are 3 per cent under those of a year ago.

The Monroe Cotton Oil Company's plant at Monroe, La., has been bought by Dr. H. C. Cole, C. H. McHenry, Travis Oliver and P. M. Atkins under the name of H. C. Cole, trustee. Plans are being made by the purchasers to reorganize the business and form a \$250,000 corporation to operate a cotton oil mill and ginning plant on a large scale.

Bond & Goodwin of New York and Bond, Goodwin & Tucker of San Francisco are offering a new issue of \$500,000 Western Meat Company first mortgage ten-year 7 per cent sinking and gold bonds, due Feb. 1, 1932, at par and interest to yield 7 per cent. The issue is redeemable in whole or in part on any interest date on thirty days' notice at 105, and interest, on or before February 1, 1927, and thereafter at one point less for each succeeding year.

The City of Athens, Ga., is going ahead with the plan of a packing plant at that place. Senator L. C. Brown has abandoned his plan and two committees, one of the city council headed by W. C. Thornton, and the other of the Kiwanis Club, headed by Will Erwin, are holding joint meetings to map a plan of organization. The belief that the butchers and market men in the city will finance the abattoir in Athens until the city can acquire the plant through a refunding process is held by many of the leading merchants of Athens and men most interested in the abattoir.

### MEMPHIS CO. HAS GOOD OUTLOOK.

That the Memphis Packing Corporation is in good shape was shown by the annual reports at the meeting of stockholders recently. All the officers were re-elected as follows: Joseph Newburger, president; S. M. Williamson, L. K. Salisbury and J. L. McCabe, vice-presidents; A. S. Nordlinger, secretary-treasurer. Directors: Joseph Newburger, S. M. Williamson, L. K. Salisbury, J. L. McCabe, Frank Hayden, E. A. Rolfe, H. H. McAdams, Phil M. Canale, Thornton Newsom, J. J. Carrigan, Cliff Blackburn, W. N. Taylor, L. H. Boling, W. G. Walker, G. L. Williams, Travis Taylor, W. W. Fisher, J. E. Givhan and S. Steinberg. The stockholders attending the meeting elected the board, which in turn elected the officers for the year.

J. L. McCabe is general manager of the company and much of its success is due to his energetic methods.

### HOOPMAN LEAVES PACKING FIELD.

L. C. Hoopman, who for many years has been a well known figure in the packing industry, is entering another line of business after a successful career as a packinghouse executive. Among his successes was his work with the Equity Co-operative Packing Co., Fargo, N. D., which by practical methods he made a practical success during his connection with it. This was all the more remarkable, when it is considered that this was almost the only co-operative packing concern that made a success as a practical operating packing company. For the last two years Mr. Hoopman has been plant superintendent of the Newton Packing Co., Detroit, Mich., in which position he is being succeeded by Reece Blue, another capable packinghouse man. Mr. Hoopman has taken up his new duties as secretary and sales manager of the Menro Manufacturing Co., Detroit, Mich.

### HUNTER HEADS PACKING FIRM.

The East Side Packing Co., East St. Louis, Ill., has recently elected as its president and general manager F. A. Hunter, one of the best known packinghouse executives in the country. Mr. Hunter has already taken up his new duties. The East Side Packing Co., which is incorporated for \$1,000,000 and has a capacity of 10,000 hogs per week, is one of the most active concerns in both domestic and export trade.

Entering the employ of Swift & Company in July, 1897, as clerk in the cashier's office at the Kansas City plant, Mr. Hunter went up the line rapidly, being in succession foreman of the smokehouse, pork superintendent and manager of the provision department. In 1907 he went to Chicago to the branch house provision department. In June, 1908, he was made general manager of the East St. Louis plant of Swift & Company, which place he filled until he acquired his new interest.

Mr. Hunter has the best wishes of his many friends in his new work.

### PROPOSALS.

**PROPOSALS FOR INDIAN SUPPLIES:** Department of the Interior, Office of Indian Affairs, Washington, D. C., Mar. 6, 1922. Sealed Proposals, plainly marked on the outside of the sealed envelope: "Proposals for Groceries (or other class of supplies as the case may be) and addressed to the 'Commissioner of Indian Affairs, 3940 South Ashland Ave., Chicago, Ill.' will be received until 10 o'clock a. m. on each of the following dates and on the class of supplies specified, and then opened: Clothing and Piece Goods, Apr. 20, 1922; Dry Goods, Apr. 25, 1922; Underwear, Hosiery, Gloves, Suspenders, Hats and Caps, Apr. 22, 1922; Notions, Apr. 24, 1922; Groceries, Apr. 18, 1922; Agricultural Implements, Wagons, etc., Apr. 29, 1922; School Books, etc., Apr. 27, 1922; Chinaware, etc., Apr. 20, 1922; Automobile Supplies, Apr. 29, 1922. Schedules covering all necessary information for bidders will be furnished upon application to the Indian Office, Washington, D. C., or the U. S. Indian Warehouses at Chicago, St. Louis and San Francisco. The Department reserves the right to reject any or all bids or any part of any bid, and to post tentative awards promptly, subject to correction. CHAS. H. BURKE, Commissioner.

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### The Marine Monopoly

The action of officials of the Emergency Fleet Corporation in averting the threatened dissolution of the North Atlantic Conference—which is a combination of steamship lines to control rates and service—and the possible reduction of the high ocean rates maintained under the agreement between lines which are parties thereto, makes American shippers wonder why they must continue paying salaries to such men. The Emergency Fleet Corporation is a government body.

It is the general belief in shipping circles, and especially among cargo interests, that the present high trans-Atlantic rates

### THE NATIONAL PROVISIONER

are kept up solely as the result of an agreement such as would speedily bring the ordinary American business man into court. Not only do these conference lines openly flaunt their combination, but the prime movers therein seem to be our own United States representatives, paid from our taxes and presumably working in our interest.

Where the government was threatening indictment of the "conference" lines a few months ago, the situation has so changed that government representatives seem to become the prime movers in conference activities, and their action has seemingly resulted in an "improved" form of agreement which leaves the shipper even more helpless than formerly.

Like Frankenstein, American business interests find that they have constructed a monster which seems determined to destroy those responsible for its creation. The Shipping Board could be of tremendous help to American shippers, and it should be utilized in this way. If, however, its officials are to continue to work against American interests, as in this case, the quicker it is abolished and these representatives retired to private life, the better it may be for all concerned.

### Cold Storage Legislation

Senator Norris of Nebraska last week introduced a cold storage bill (S. 3337) at Washington which is identical with the one introduced by him last year and which passed the Senate, but was turned down by the House.

The bill has been referred to the Senate Committee on Agriculture, and the same committee has before it the cold storage bill introduced by Senator Frelinghuysen of New Jersey. The Frelinghuysen bill is the same as that introduced in the House at this session by Congressman Hutchinson of New Jersey.

The Norris bill last year was deemed impracticable by the House, and it contains certain provisions which would make its operation extremely troublesome to the packing industry. Packers have not objected to the enactment of a federal cold storage bill. But they suggest that certain provisions of the Norris bill are unnecessary, and would make operation thereunder an expensive proposition. This is especially true in view of the fact that meats in cure would be classed as subject to this bill, making it necessary to mark them accordingly.

Such a law would practically paralyze the cured meat trade, since operation under it would be almost prohibitive. The Frelinghuysen bill takes cognizance of this

condition, and at the same time affords protection to the consumer.

### Hogs and Pork Consumption

Advocating a campaign for increased meat consumption, and commenting favorably on the organization of the National Livestock and Meat Board as an instrument to that end, "Wallace's Farmer," owned by the Secretary of Agriculture, suggests to this new meat board that "in all probability there will be at least 15 per cent more hogs coming to market next winter than this past winter."

This being the case, "Wallace's Farmer" hopes the meat board will take steps at once so as to lay the groundwork for an "Eat More Pork" campaign, "which will so increase the consumption of pork that in spite of a supply of 15 per cent more hogs, the price will, nevertheless, be at least \$8 a hundred at Chicago next summer."

The producer wants 8-cent hogs next fall, both for the sake of his hogs and his corn. His idea is that increased consumer demand will bring this about. But between the producer and the consumer are the packer and the retailer—not to mention a problematical export outlet.

The trouble with the packer usually is his hereditary optimism concerning cheap hogs. Last summer and fall many packers predicted 5-cent hogs, and sat back and waited for them. They waited too long, and the result is that those who waited have been losing from \$1 to \$2.50 per head on every hog killed, while retail prices have remained high enough to hold back consumption.

With the producer's official oracle predicting 8-cent hogs next summer, it would be unfortunate if packers again allowed their optimism free rein. Eight-cent hogs would be better for everybody than 5-cent hogs—always provided a reasonable export outlet and retail channels not clogged by high retail prices.

No less a packer than J. Ogden Armour, cross-questioned at a hearing this week by a producer, supported this view when he said: "It's to our advantage to pay you just as much as we can for hogs, not just as little." With the packer living up to that long-sighted principle, and the retailer so organizing his business as to make volume pay his profits rather than wide margins, the hope of the producer for the ready absorption of next fall's hog crop may be realized.

Co-operation in stabilization of marketing at one end of the line, and stimulation of consumption at the other end, looks the likeliest solution of the problem.

## PRACTICAL POINTS FOR THE TRADE

### CURING OF PORK SAUSAGE.

Great interest has been shown in a recent special study that has been made as to the best formulas for curing sausage meat. There seems to be very little standardization. However, as an example of the formulas used by the great majority of the several hundred sausage makers who were asked for information, the Packers Service Bureau in a report on the subject says:

One formula is as follows: If meat alone is to be used, a mixture of 4 lbs. salt,  $\frac{1}{4}$  lb. nitrate of soda, for each 100 lbs. meat. If tripe or fresh meat is used with the cured meats the amount of salt should be increased to 5 or 6 lbs., depending on amount of fresh meat used.

Another sends in this formula: 20 lbs. salt, 8 oz. nitrate of soda, 1 lb. granulated sugar per 100 lbs. Mix thoroughly, pack in tierces by tamping. Meat must be thoroughly cold when packed and kept in storage 33 to 35 degrees.

A third suggestion is this: 2% salt, one-tenth as much white pepper as salt, or one-tenth as much red pepper as white pepper. We generally use as much sage as we use pepper, and always give the sausage meat a light sprinkling of nutmeg, cinnamon, cloves and allspice. This makes a very mild sausage which our trade seems to like exceedingly well.

This formula has been recommended: Nitrate of soda for curing sausage meat, 100 lbs. We use from 3 to 6 oz., depending on (1) percentage of lean meat and fat; (2) color desired; (3) length of time to be cured; (4) temperature at which to be smoked.

Salt for curing sausage meat, 100 lbs. Use from 3 to 5 lbs., depending on (1) length of time to be held in cure; (2) temperature of curing cellar; condition of trimmings.

One reply gives the following method: We use nothing but perfectly fresh goods in making sausages, therefore do not know anything of nitrate of soda. In our plant the beef used in the manufacture of smoked sausage is dry cured; the pork products were cured. For a quantity of 400 lbs. of beef products we use 14 lbs. salt,  $2\frac{1}{2}$  lbs. sugar, 1 lb. saltpetre. If desired, 12 oz. of nitrate of soda may be substituted for the saltpetre.

For pork products we use a 75 degree plain pickle with 4 oz. of saltpetre or 3 oz. nitrate of soda to each 100 lbs. Very good results have been obtained by using fresh pork trimmings in smoked sausage. In this connection it might be stated that,

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### A Formula to Produce a Mild Cure

in hams and bacon. Only curing materials permitted by the U.S. Government are used. CURES BACON IN 14 TO 20 DAYS, HAMS IN 25 TO 35 DAYS, with average gain above the green weight when smoked. Cost of curing materials per 1,000 lbs. of meat, \$3.63. **Absolutely guarantee no sour meats.** Price of formula, according to volume of curing, \$10 up. Sold by A. Hausmann, 909 Blaine St., Peoria, Ill.

in our opinion, the cure should not be considered the most important factor in making a good quality sausage. The application of the cure, and the care given the meats both before and during the period of curing, are, in our opinion, the essential requisites.

The following procedure should give very good results: Cut the meat into pieces of approximately one pound and spread on a table of sufficient size so that one-half of the mixture can be sprinkled over it, then turn the meat over and sprinkle the other side with the remaining mixture. Grind through an Enterprise machine with a plate of  $\frac{1}{8}$ -in. holes, place in containers and sprinkle the meat at the top with salt. Cure for a period of ten days in a temperature of 36 degrees. It is important that the animal heat be extracted and the beef cooled in a temperature of about 36 degrees before going into cure. If these points are followed and given careful attention, there should be no trouble and the meat will come out of cure with a nice, light, bright cherry color, which will always remain the same.

Other formulas reported show the following cures, which brings out the fact that there seems to be very little standardization in the curing of sausage meats.

Per 100 lbs. meat—

Nitrate of soda, 2 oz.

Saltpetre, 3 lbs. 3 oz.; sugar (cane), 7 oz. Cure meat at least 5 days.

Salt, 3 lbs.; nitrate of soda,  $\frac{1}{4}$  lb.; sugar,  $\frac{1}{4}$  oz.

Salt,  $2\frac{1}{2}$  to 3 lbs.; saltpetre, 2 oz. Cure 6 to 10 days.

Salt, 4 lbs.; nitrate of soda, 4 oz.

Salt, 3 lbs.; saltpetre, 3 oz. Sometimes sugar is used, but we have better results without it.

Salt, 3 lbs.; prepared pickle, 1 lb.

Salt, 16 parts; sugar,  $2\frac{1}{2}$  parts; nitrate of soda, 1 part (using  $4\frac{1}{2}$  lbs. of mixture).

Salt, 3 lbs.; sugar, 12 oz.; nitrate of soda, 6 oz.

Salt,  $2\frac{1}{2}$  lbs.; nitrate of soda, 1 lb.

Salt, 4 lbs.; sugar, 1 lb.; nitrate of soda, 4 oz.

Salt, 3 lbs.; sugar, 6 oz.; saltpetre, 2 oz.

Salt, 2 lbs.; potash saltpetre, 1 lb.

Salt, 3 lbs.; nitrate of soda, 4 oz.

Salt, 2 lbs.; saltpetre,  $\frac{3}{4}$  lb.

Salt, 2 lbs.; nitrate of soda, 2 oz.

Salt, 2 lbs.; nitrate of soda, 4 oz.

Salt, 3  $\frac{1}{3}$  lbs.; nitrate of soda, 2 oz.; sugar, 8 oz.

Salt,  $2\frac{1}{2}$  lbs.; saltpetre, 4 oz.

Salt (for beef or pork), 4 to  $4\frac{1}{2}$  lbs.; sugar (for beef or pork), 1 to 2 lbs.; nitrate of soda (for beef or pork), 2 to 3 oz.

Salt, 3 to 4 lbs.; nitrate of soda, 4 oz.

### CREOSOTE TASTE IN BACON.

A small packer in the Middle West has made the following inquiry: Editor THE NATIONAL PROVISIONER:

We have had several complaints on our bacon lately and we cannot trace it to anything unless, possibly, to the ink we

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have been using for branding our goods. Our customers have complained of a creosote taste and the branding ink which we are using has that same odor. We thought that possibly you could advise us as to something to do.

In reply to this inquiry the committee on Packinghouse Practice says:

It is not likely that the branding ink has anything to do with the creosote taste in the bacon. Even if creosote were one of the ingredients of the branding ink, there would not be enough in the finished ink to affect the taste of the bacon to such an extent.

We are inclined to believe that the trouble is caused by one of the two things, as follows:

1. The smoke house may be very dirty, possibly not cleaned for years, and the walls and beams covered with creosote, and when the house is in the process of smoking, the drip from the beams may fall on the meats and in that way affect the taste.

2. If soft or resinous woods are used, like fir and pine, instead of hard wood, there is some likelihood of the smoke from this soft wood affecting the flavor of the meat.

An expert of many years' standing adds that creosote may come from the use of wood that has lain in a river, or other places where minerals may get at it. Or the use of any soft wood containing pitch or resin would be likely to have the same result. Bad ventilation might have something to do with giving a taste of creosote. But it is very probable that this would mean there would be a bad dark color to the bacon, as well as the creosote taste.

### WASHINGTON LAMBS AT $12\frac{1}{2}$ CENTS.

The highest price paid for prime lambs in the Pacific Northwest was bid by Frye & Company of Seattle at the annual feeders' day at the state irrigation experiment farm at Prosser, Wash. Sixteen hundred lambs that had been carried through experimental feeding tests sold for  $12\frac{1}{2}$  cents a pound, weighed at the ranch, with a 4 per cent shrinkage. Armour & Company of Spokane was second highest bidder, \$12.40 a hundred. Other bidders included Swift & Co., of Portland, Ore., the Carstens company and James Henry, Seattle; Hyslop Sheep company, Spokane, Arthur Coffin, Yakima.

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierses, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Steady—Trade Light—Hog Movement Moderate—Exports Fair.

The developments in the provision and lard market during the past week have not made for very much change one way or the other. The hog market has moved within a narrow range with receipts fairly steady. The total receipts for the week were only 330,000 at 6 points, however, compared with 390,000 the previous week, while the movement of sheep was just about identical with the past week, and cattle somewhat less. The market for ribs and lard showed very little change for the week, and as a whole the situation was a drifting one without any important developments to give a tendency to the market.

The export movement was fairly good with the total amounting to 13,600,000 lbs. of lard, against 14,200,000 lbs. last year, and meats 16,600,000 lbs., against 14,000,000 lbs. a year ago. The fact that the shipments are maintained at a very steady ratio week after week is a distinctly encouraging factor in the situation, as such distribution is sufficient to apparently take care of the accumulations.

### Small Pork Products Stocks.

The five-year average of different kinds of pork stocks in the United States on March 1 was 863,000,000, compared with the February 1 average of 756,000,000 lbs. The stock this year on March 1 was only 545,000,000 lbs., so that the total is not only 318,000,000 lbs. less than the average for March 1, but is 215,000,000 lbs. less than the February average. The present stock of all meats of 680,000,000 lbs., compares with the March 1 average for five years of 1,226,000,000 lbs., and the February average of 1,145,000,000 lbs. The present stocks are 447,000,000 lbs. less than the five-year average for the time of the year.

Under those circumstances, the question of the hog movement and the livestock movement is a very important one. The February slaughter under Federal inspection was 300,000 hogs less than last year, the slaughter of sheep 182,000 less, and the slaughter of cattle only 47,000 more. The comparative totals of the February slaughter and from July 1st to the end of February follow:

February—	This year.	Last year.
Hogs	3,479,907	3,770,974
Cattle	569,153	522,718
Sheep	775,541	977,751
Eight Months—		
Hogs	25,357,994	24,732,173
Cattle	5,181,219	5,754,069
Calves	2,377,334	2,432,439
Sheep	8,491,897	8,235,354

### Future Hog Movement Problem.

The fact that in view of this packing and slaughter of animals, the total stocks of all product is 459,000,000 lbs. less than last year, shows the influence of the export movement with a domestic distribution about the same as probably a year ago. Under those conditions, the problem of the hog movement for the next six months, is a most important one. Some claims have been made that the spring hog crop will be a large one, due to the fact that there has been such a high feeding profit in the relative price of corn and the relative price of hogs.

The position of hogs and other live stock compared with the price of corn in Chicago is extremely interesting. Cash corn of the different grades is selling from

about 47 to 55c with the No. 3 corn around 53c. On the basis of this price of corn, the following table of the average price of different kinds of livestock at Chicago for the week, compared with preceding weeks is of interest:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week	\$10.00	\$ 7.95	\$ 8.50	\$13.95
Previous week	10.25	7.95	8.35	14.40
Cor. week, 1921	9.75	9.05	5.90	9.60
Cor. week, 1920	15.00	12.80	13.50	18.70
Cor. week, 1919	19.42	16.10	14.50	18.80
Cor. week, 1918	17.10	12.90	14.90	17.60
Cor. week, 1917	15.00	11.35	11.80	14.00
Cor. week, 1916	9.00	8.80	8.15	10.90
Cor. week, 1915	8.85	7.75	7.10	9.20
Cor. week, 1914	8.70	8.40	6.35	7.85
Cor. week, 1913	9.20	8.35	6.50	8.60
Cor. week, 1912	7.90	7.45	5.90	7.80
Cor. week, 1911	6.40	6.30	4.50	5.90
Av. 1911 to 1921	\$11.35	\$ 9.90	\$ 9.00	\$11.70

### Labor and Coal Strike Factors.

An important condition affecting the trade is expected to be the labor situation, particularly as to what effect the anticipated coal strike will have. Some apprehension is expressed that the strike will tend to hold back the movement of livestock from the country. Shippers may be apprehensive of trouble in transportation, and also trouble at the stockyards, if the strike extends at all, which will be an influence of uncertainty, not only as affecting the price of hogs but also of product.

The interior supply situation of meats and fats is also being very carefully studied by dealers and shippers in connection with the labor situation. The claim that there is enough coal to last different interests for two months, is of course reassuring, but the great problem is as to how different kinds of business will react to the possible strike developments, and how such developments will affect the demand and distribution.

### Foreign Conditions Uncertain.

Foreign conditions for some time have been influenced by the political conditions and the feeling of uncertainty not only as affecting the present political outlook, but also as affecting the exchange situation. The developments in Germany have caused some uneasiness, as there is fear that a further decline in marks would make import business impossible. The decline in marks the last few weeks has added fully 25 to 30% to the cost of the different purchases made now compared with a few weeks ago.

**PORK.**—The market was quiet with demand dull and with mess at New York quoted at \$26@26.50, family \$27@29, and short clears \$22.50@26.50. At Chicago cash pork was quoted at \$20.50.

**LARD.**—Both export and domestic demand continued disappointing. At New York prime western was quoted at \$11.50@11.60, middle western \$11.10@11.20, city lard 10 7/8 per lb. nominal, refined to the continent 12 1/2c, South American 13c, Brazil kegs \$14. Compound at New York was 13@13 1/2c, according to brand, in car lots. At Chicago regular lard was quoted at March price, loose lard at ninety under May, and leaf lard around 9 1/2c.

**BEEF.**—Market quiet and steady. Mess at New York \$13.50@14.50, packet \$13.50@15.00; family \$16@17; extra India mess \$24@26.

### MEAT EXPORTS IN FEBRUARY.

Official reports of exports of meat and dairy products during the month of February, 1922, show a great decrease in total value as compared with the same month a year ago. This is characteristic of most of the individual items also, hams and pickled beef being the only increases.

This comparison is especially interesting when quantities are compared. For example, canned beef exports in February, 1922, were only 193,148 pounds, compared with 1,708,678 pounds in February, 1921. Fresh beef showed a decline from 979,081 pounds in February, 1921, to 320,430 pounds in February, 1922, and a decrease from 20,031,896 pounds for the eight months ending February, 1921, to 3,074,100 pounds for the same period in 1922. The same situation is to be seen in the case of oleo oil, fresh and pickled pork, lard, neutral, canned sausage, lard compounds and margarine.

Exports for the month of February, 1922, and February, 1921, are compared as follows:

Feb., 1922, Feb., 1921.	
Beef, canned, lbs.	193,148
Value	1,708,678
Beef, fresh, lbs.	320,430
Value	979,081
Beef, pickled, etc., lbs.	2,069,615
Value	1,750,756
Oleo oil, lbs.	8,047,556
Value	9,250,483
Pork, fresh, lbs.	879,227
Value	5,914,797
Pork, pickled, lbs.	2,816,260
Value	3,150,452
Bacon, lbs.	30,973,688
Value	31,637,140
Hams and shoulders, lbs.	25,209,136
Value	15,847,799
Lard, lbs.	75,500,004
Value	1,810,931
Neutral lard, lbs.	8,571,229
Value	1,942,492
Neutral lard, lbs.	2,571,219
Value	2,843,921
Sausage, canned, lbs.	287,251
Value	348,961
Sausage, canned, lbs.	182,145
Value	380,353
Lard compounds (con. animal fats), lbs.	860,000
Value	\$141,793

\*Includes vegetable fats prior to Jan. 1, 1922.

Exports for the eight months ending February, 1922, as compared with the same period of 1921 are reported as follows:

8 mos., '22	8 mos., '21
Beef, canned, lbs.	2,806,728
Value	9,401,162
Beef, fresh, lbs.	649,528
Value	2,193,434
Beef, pickled, etc., lbs.	3,074,100
Value	3,031,896
Beef, pickled, etc., lbs.	3,402,747
Value	3,515,976
Oleo oil, lbs.	\$1,535,027
Value	\$2,109,268
Pork, fresh, lbs.	7,810,294
Value	6,749,566
Pork, pickled, lbs.	87,872,147
Value	\$10,821,799
Pork, fresh, lbs.	21,272,741
Value	44,928,665
Pork, pickled, lbs.	83,101,080
Value	\$9,030,956
Pork, pickled, lbs.	23,347,837
Value	23,492,495
Bacon, lbs.	82,685,088
Value	\$4,110,981
Hams and shoulders, lbs.	83,515,843
Value	37,390,040
Lard, lbs.	16,753,438
Value	93,937,818
Neutral lard, lbs.	33,156,520
Value	\$24,352,601
Neutral lard, lbs.	597,477,042
Value	404,005,145
Neutral lard, lbs.	868,895,902
Value	\$99,957,500
Neutral lard, lbs.	14,162,582
Value	15,373,878
Sausage, canned, lbs.	\$1,745,002
Value	\$3,295,651
Sausage, canned, lbs.	1,310,911
Value	3,610,277
Lard compounds (con. animal fats), lbs.	24,724,656
Value	24,362,385
Margarine (animal fats), lbs.	\$2,508,923
Value	\$4,318,257
Margarine (animal fats), lbs.	1,427,881
Value	5,157,624
All other estab.	\$261,398
Value	\$1,258,847

\*Includes vegetable fats prior to Jan. 1, 1922.

### FEDERAL INSPECTED SLAUGHTERS

Livestock slaughtered in the United States under federal inspection during February, 1922, with totals compared, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	139,151	50,124	530,937	173,805
Fort Worth	16,388	11,186	63,192	1,099
Kansas City	66,220	13,530	226,041	74,282
S. St. K. Yds.	17,192	6,488	84,807	11,274
Omaha	54,298	3,828	182,801	114,239
St. Louis	10,604	3,430	126,564	3,499
Sioux City	19,387	774	95,000	16,829
S. St. Joseph	20,278	4,946	118,863	50,116
South St. Paul	14,000	26,075	179,939	20,195
All other estab.	219,155	156,786	1,871,314	306,893

Total:				
Feb., 1922...	569,153	279,359	3,479,907	775,841
Feb., 1921...	522,718	252,368	3,770,974	957,751
8 mos. ending				
Feb., 1922...	5,181,219	2,877,234	25,357,994	8,491,897
8 mos. ending				
Feb., 1921...	5,754,069	2,432,439	24,732,173	8,235,354

Horses slaughtered at all establishments, 69. Inspections of lard prepared at all establishments, 144,817,012 lbs.; compound and other substitutes, 28,824,716 lbs. Corresponding inspections for February, 1921: Lard, 153,842,660 lbs.; compound and other substitutes, 23,764,964 lbs.

## Uniform Temperature is Necessary to Perfect Ham Cooking



The Powers Regulator No. 16

This Regulator is designed particularly for use in open tanks, vats, or kettles, where the thermostatic motor may be submerged in the liquid directly below the steam supply pipe. It is very sensitive, entirely self-contained (requiring no air or water pressure to operate it), reliable, and accurate.

desired temperature is obtained and held by a simple adjustment, and requires no further attention. This saves valuable time and protects your product.

### TRY ONE

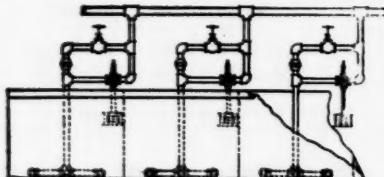
We offer to install the Powers Regulators on a "make-good" basis. Our free Bulletin 146 gives facts about heat control as applied to the Meat Packing Industry.

#### THE POWERS REGULATOR

Specialists in Automatic Heat Control

2725 Greenview Ave., Chicago  
964 Architects Bldg., New York  
575 Boston Wharf Bldg., Boston

The Canadian Powers Regulator Co., Ltd.,  
Toronto, Ont., Canada



Showing application of the No. 16 Regulator to Ham Cooking Vats. Arrangement may be modified for other conditions.

(1437A)

Powers Automatic Regulators prevent shrinkage in ham cooking, and assure uniform quality by maintaining an unvarying temperature in the cooking vats.

## Automatic Regulation for Cooking Vats

Powers Regulators are easily and quickly installed. The de-

### GREEN AND SWEET PICKLED MEATS. (Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, March 29.—Quotations in green and sweet pickled meats f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8-10 lbs. avg. 24c; 10-12 lbs. avg., 22½c; 12-14 lbs. avg., 21½c; 14-16 lbs. avg., 21¼c; 16-18 lbs. avg., 21c; 18-20 lbs. avg., 21c. Sweet pickled, 8-10 lbs. avg., 24½c; 10-12 lbs. avg., 23¾c; 12-14 lbs. avg., 21½c; 14-16 lbs. avg., 21c; 16-18 lbs. avg., 20½c; 18-20 lbs. avg., 20½c.

Skinned Hams—Green, 14-16 lbs. avg., 23½c; 16-18 lbs. avg., 23½c; 18-20 lbs. avg., 23½c; 20-22 lbs. avg., 22½c; 22-24 lbs. avg., 21½c. Sweet pickled, 14-16 lbs. avg., 23½c; 16-18 lbs. avg., 23c; 18-20 lbs. avg., 23c; 20-22 lbs. avg., 22½c; 22-24 lbs. avg., 22½c.

Picnic Hams—Green, 4-6 lbs. avg., 11¾c; 6-8 lbs. avg., 11c; 8-10 lbs. avg., 10½c; 10-12 lbs. avg., 10¼c. Sweet pickled, 4-6 lbs. avg., 12c; 6-8 lbs. avg., 11½c; 8-10 lbs. avg., 10¾c; 10-12 lbs. avg., 10½c.

Clear Bellies—Green, 6-8 lbs. avg., 20½c; 8-10 lbs. avg., 18c; 10-12 lbs. avg., 15½c; 12-14 lbs. avg., 13½c; 14-16 lbs. avg., 12c. Sweet pickled, 6-8 lbs. avg., 18½c; 8-10 lbs. avg., 17½c; 10-12 lbs. avg., 15½c; 12-14 lbs. avg., 13½c; 14-16 lbs. avg., 12c.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, March 29, 1922.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 25c; green hams, 8-10 lbs., 26c; 10-12 lbs., 25c; 12-14 lbs., 23c; green clear bellies, 8-10 lbs., 18c; 10-12 lbs., 17c; 12-14 lbs., 16c; green rib bellies, 10-12 lbs., 16c; 12-14 lbs., 15c; sweet pickled clear bellies, 6-8 lbs., 16c; 8-10 lbs., 16½c; 10-12 lbs., 16½c; 12-14 lbs., 15c; sweet pickled rib bellies, 10-12 lbs., 15½c; 12-14 lbs., 15c; sweet pickled hams, 8-10 lbs., 26c; 10-12 lbs., 25c; 12-14 lbs., 24½c; dressed hogs, 16½c; city steam lard, 11c; compound, 13½c.

Western prices on green cuts are as follows: Pork loins, 8-10 lbs., 22c; 10-12 lbs., 21c; 12-14 lbs., 20c; 14-16 lbs., 19c; skinned shoulders, 16c; boneless butts, 24c; Boston butts, 18c; lean trimmings, 17c; regular trimmings, 8c; spare ribs, 13c; neck ribs, 5c; kidneys, 5c; livers, 3c; pig tongues, 13c; pig tails, 10c.

### CHICAGO PORK QUOTATIONS.

Wholesale prices of cured pork and pork products, per 100 pounds, for the week ending March 17, 1922, with comparisons for the previous week and a year ago, are quoted by the U. S. Bureau of Markets as follows, at Chicago:

	Mar. 17.	Mar. 10.	Feb. 17.
Hams, smoked, 14-16 average	\$28.00-30.00	\$28.00-29.50	\$26.00-27.50
Hams, fancy, 14-16 average	31.00-32.75	32.00-32.50	27.50-30.00
Picnics, smoked, 4-8 average	17.50-18.50	16.50-19.50	15.50-17.00
Bacon, breakfast, 6-8 average	26.00-29.00	26.00-29.00	22.00-24.50
Bacon, fancy, 6-8 average	32.00-36.00	34.00-36.00	31.00-32.50
Beilles, 16.00-17.00	15.00-17.00	13.00-14.50	
Backs, D. S., 14-16 average	13.00-14.00	12.50-14.00	10.75-14.00
Pure lard, tierces	13.00-14.50	13.50-14.00	12.50-13.00
Compound lard, tierces	14.00-15.00	14.00-14.50	11.75-12.50

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending March 25, 1922, with comparisons:

	PORK, BBLS.	From
Week ended Mar. 25, 1921.	Week ended Mar. 26, 1921.	to Mar. 25, 1922.
United Kingdom...	717	2,546
Continent...	98	3,094
So. and Cent. Amer. ....	.....	737
West Indies ....	375	2,845
B. N. A. Colonies...	.....	325
Other countries....	.....	235
Total .....	815	375
		9,692

	BACON AND HAMS, LBS.	From
United Kingdom...	12,049,100	165,908,000
Continent .....	1,252,000	37,594,500
So. and Cent. Amer. ....	.....	898,516
West Indies ....	20,000	5,363,018
B. N. A. Colonies...	.....	23,200
Other countries .....	.....	503,910
Total .....	13,301,100	11,720,000
		212,297,144

	LARD, LBS.	From
United Kingdom...	5,286,790	120,358,952
Continent .....	3,094,990	10,259,212
So. and Cent. Amer. ....	.....	138,950,277
West Indies ....	155,000	7,668,393
B. N. A. Colonies...	.....	91,000
Other countries .....	.....	262,100
Total .....	8,381,780	15,818,872
		268,226,472

	RECAPITULATION OF THE WEEK'S EXPORTS.	From
	Pork, Bacon and hams, lbs.	Lard, lbs.
New York .....	815	6,943,780
Portland, Me. ....	.....	968,000
Boston .....	94,000	40,000
Philadelphia .....	.....	156,000
Baltimore .....	.....	28,000
St. John, N. B. ....	2,154,000	246,000
Total, week .....	815	13,301,000
Previous week .....	782	15,730,000
Two weeks ago .....	480	10,285,000
Cor. week, 1921 .....	375	11,720,000
		15,818,872

	Comparative summary of aggregate exports, in lbs., from Nov. 1, 1921, to March 25, 1922:	From Nov. 1, 1921, to March 25, 1922:
Total, 1921 to 1922.	18,212,100	18,381,780
1920 to 1921.	5,929,000	3,990,600
Previous week.	14,311,000	14,311,000
Two weeks ago.	14,412,507	14,412,507
Cor. week, 1921.	15,818,872	15,818,872

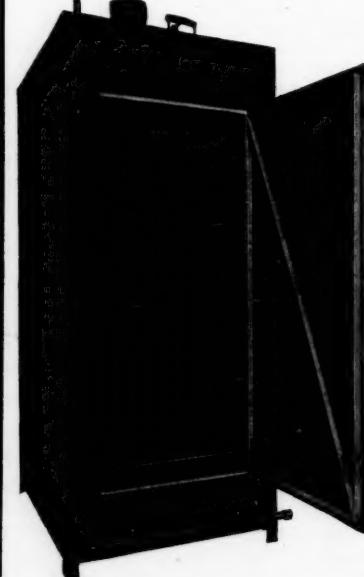
## BRAND'S STEEL Smoke House

For Smoking Hams, Bacon, Shoulders, Tongues, Sausage, Bologna and Fish. Gas and Saw Dust Used. One of the Greatest Money and Labor Savers Ever Invented for the Meat Industry.

ECONOMICAL  
CONVENIENT  
EFFICIENT

M. BRAND & SONS  
Manufacturers

First Ave. and 49th St.  
NEW YORK



Showing application of the No. 16 Regulator to Ham Cooking Vats. Arrangement may be modified for other conditions.

(1437A)

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—Late last week a liberal quantity of extra tallow changed hands, but the market the past week has been more or less inactive, with consumers holding off, and with sentiment very mixed. The weaker feeling in some other quarters, and the absence of any important foreign demand, together with the approaching warmer weather, tended to create a holding off attitude on the part of consumers, and while the market was mainly nominal, the undertone was not strong.

At New York prime city was quoted at 5½c, special loose at 6½c, extra at 7c asked, and edible 8c nominal. At Chicago packers' No. 1 was 6@6½c, packers' prime 6½@7c, and edible 7½@7¾c, with trade in the west only moderate.

At the London tallow auction on March 29th, 1,930 casks were offered, and only 328 sold, at prices sixpence lower than the previous week. At Liverpool Australian tallow was dull and unchanged, with choice at 39s 6d, and good mixed at 39 shillings.

**OLEO STEARINE.**—The market has been fairly active, and decidedly weak, prices dropping a cent a pound within a week or so, with declines of ¼ to ½c per lb. between trades, and sales registered as low as 9c for oleo at New York. Slow export demand, and the falling off in compound trade, were felt to be partly responsible for the weakness. At New York oleo was quoted at nine cents, and at Chicago at 9½@9¾c nominal.

### SEE PAGE 37 FOR LATER MARKETS.

**OLEO OIL.**—The market was quiet and easier, with demand slow, but offerings not pressed for sale. The action elsewhere influenced the market. At New York extra was quoted at 11@11½c, medium 10½c nominal, and lower grades 9¾c nominal. At Chicago extra was quoted at 9¾@10½c.

**LARD OIL.**—The market was dull and unchanged as far as prices were concerned, but consumers, influenced by the easy tone in pure lard, were not taking hold to any extent. At New York edible was quoted at \$1.17 per gallon, extra winter at 92c, extra at 87c, extra No. 1 at 77c, No. 1 at 72c, and No. 2 at 70c.

**NEATSFOOT OIL.**—The market was steady, but trade was inactive. At New York pure was quoted at \$1.32 per gallon, No. 1 at 77c, No. 2 at 72c, and cold pressed at \$1.45@1.50.

**GREASES.**—The market was noticeably less active, and prices have eased somewhat with the other greases and oils, influenced mainly by the action in tallow and in pure lard. At New York yellow and choice house were 5½@5½c, brown at 4¾@5½c, and white at 7½@8c. At Chicago trade was fairly good with house 4¾@5c, brown at 4¾@5½c, yellow 5½@5¾c, and choice white at 7¾@7½c.

### POOR DEMAND FOR MEAT PRODUCTS

#### Lack of Consumer Demand Shows Effect of Prices on Trade.

(Special Letter to The National Provisioner from Charles Sincere & Co.)

Chicago, March 31, 1922.—We have not changed our views on hog values. There is no encouragement for anything but lower prices. The products are in poor demand.

The export trade is anything but en-

couraging. Last week's exports of lard were reported as one and a half million pounds under a corresponding period last year. From November 1 to date there are nearly 67,000,000 pounds less in lard exports than the previous corresponding period.

Hogs are coming fat and heavy. This will soon help to increase stocks. Dutch, Irish and Danish hog products are still going into England freely. Dull times in England are bringing about great economy. Vegetable fats are being taken freely to the detriment of lard in our own country. Butchers are charging 20 to 25% for tub lard, when the substitutes may be bought for much less.

On a Board of Trade basis, butchers are charging too much for lard and are hurting the trade. World's financial and industrial conditions do not encourage anything but lower values.

Farm renters throughout the hog belt have had their land rent reduced from \$2 to \$3 an acre. Corn is selling around 45c per bushel in the country, and the prospect for a big crop of hogs the coming year makes the present price of 10c hogs look ridiculous, when the general situation is considered. We have no doubt that 9c will be established in hog prices very soon.

Lamb legs that were wholesaling at 38c a week ago, and could not be sold to show a profit out of 30c dressed lambs, are today selling at 30c. This was brought about by the cutting off of demand. The consumer, under present conditions, is not able to pay these prices.

There is no doubt but this condition will force lambs to lower levels at once. We only speak of the condition of the lamb market to show the effect of high prices on the trade.

## Packinghouse By-Products Markets

### Blood.

Chicago, March 30, 1922.

The market is a little easier and there have been offers at \$4.25, Chicago.

	Unit ammonia.	Per ton.
Ground	\$3.75@4.00	Pork, according to grease and quality... \$65.00@75.00
Crushed and unground	3.40@3.65	Beef, according to grease and quality... 50.00@60.00
Ground concentrated tankage	3.50@3.75	
Unground	3.00@3.25	

### Digester Hog Tankage Materials.

This market is considerably easier. Un-ground tankage sold this week for \$3.35 and 10c April shipment, and \$3.25 and 10c for May, June and July shipment.

	Unit ammonia.	Per ton.
Ground, 11½ to 12% ammonia	\$3.75@4.00	Calf stock... \$35.00@40.00
Unground, 10 to 11½ ammonia	3.25@3.50	Edible pig skin strips... 60.00@65.00
Unground, 7 to 9% ammonia	2.75@3.00	Rejected manufacturing bones... 30.00@35.00

### Hoofs, Horns and Mfg. Bones.

The market is about the same as last week. Manufacturing horns are still at \$235@255 per ton. Hoofs, black, striped and white have declined in each case a few points.

	Per ton.
No. 1 horns	\$235.00@255.00
No. 2 horns	175.00@215.00
No. 3 horns	100.00@150.00
Calfs	23.00@30.00
Hoofs, black	25.00@30.00
Hoofs, striped	23.00@40.00
Hoofs, white	45.00@50.00
Round shin bones, unassorted, heavies	60.00@65.00
Round shin bones, unassorted, lights	50.00@55.00
Flat shin bones, unassorted, heavies	55.00@60.00
Flat shin bones, unassorted, lights	45.00@60.00
Thigh bones, unassorted, heavies	60.00@65.00
Thigh bones, unassorted, lights	50.00@55.00

### Hog Hair.

This is quoted at present at \$20 ton f. o. b. most production points. Packers, however, feel that it does not pay to have hog hair at this figure.

### Pig Skin Strips.

The market is somewhat easier. Prime No. 1 grades are selling at around 5c per pound, basis Chicago freight, and No. 2 and 3 grades, frozen, government inspected edible stock, around 3c.

## Attention! Southern Packers Especially!

Old established broker in Havana, Cuba, well connected, is open for substantial packing house account. Lard, hams, salted bellies. Bankers and trading references.

Address, T. H. A., Post Office Box 32, HAVANA, CUBA

April 1, 1922.

## COTTON OIL SITUATION ANALYZED.

An analysis of the cottonseed oil situation for the months of August, September, October, November, December, 1921, January and February, 1922, with comparisons for the previous season of 1920-1921, based upon the federal census reports, taking in the seed, the crude oil and the refined oil statistics, has been prepared by Aspregan & Co., and makes a very interesting study. It is as follows:

## MOVEMENT OF COTTON SEED AT CRUDE OIL MILLS.

	Tons received—	
On hand beginning of season.	1921.	1920.
August, 1921	99,821	30,084
September	130,330	22,938
October	553,726	232,704
November	957,843	973,057
December	603,932	805,295
January, 1922	273,304	553,881
February	130,373	417,680
Total	135,641	434,430

	Tons crushed—	
1921.	1920.	
August, 1921	107,161	20,099
September	289,593	147,209
October	611,890	622,517
November	573,776	706,257
December	416,021	544,459
January, 1922	329,961	526,622
February	297,118	496,486
Total	2,025,520	3,063,649

	Increase or decrease stock on hand	
1921.	1920.	
On hand beginning of season.	99,821	30,084
August, 1921	+ 23,169	+ 2,839
September	+ 204,797	+ 105,495
October	+ 345,953	+ 350,549
November	+ 30,156	+ 99,038
December	- 144,553	+ 8,848
January, 1922	- 199,824	- 110,084
February	- 161,477	- 62,203

	Tons. Actual tons.	
1921.	1920.	
Estimated seed receipts at crude mills, season 1921-22.	2,850,000	4,125,063
On hand beginning of season.	99,821	30,084
Total	2,949,821	4,155,147
Of which so far crushed.	2,625,520	3,063,649
Destroyed at mills.	2,580	1,873
Seed on hand.	256,872	424,557
Seed still to be received.	64,849	605,068
256,872 tons seed on hand at 300 lbs. crude oil per ton is equivalent to 77,061,600 lbs. crude oil, which at 9% refining loss equals 70,126,056 lbs. refined oil, or 175,315 barrels.		
64,849 tons seed still to be received at 300 lbs. crude oil per ton is equivalent to 19,454,700 lbs. crude oil, which at 9% refining loss equals 17,703,777 lbs. refined oil, or 44,239 barrels.		

## MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced—	
1921.	1920.	
On hand beginning of season	8,908,066	11,040,625
August, 1921	29,630,396	4,992,705
September	89,802,967	42,849,787
October	186,444,041	185,137,489
November	173,574,011	224,341,166
December	131,961,210	176,245,184
January, 1922	100,705,624	170,569,123
February	91,321,217	162,622,918
Total	812,347,562	987,798,997

	Shipments—	
1921.	1920.	
August, 1921	29,947,251	7,659,034
September	63,357,588	25,217,718
October	161,857,193	145,200,785
November	158,833,238	182,969,946
December	131,851,235	181,366,195
January, 1922	102,866,660	163,544,306
February	114,579,405	145,325,584
Total	763,292,570	1,851,901,567

	Increase or decrease stock on hand	
1921.	1920.	
On hand beginning of season	8,908,066	11,040,625
August, 1921	- 316,855	- 2,666,329
September	+ 26,445,379	+ 17,632,056
October	+ 24,586,848	+ 49,968,704
November	+ 14,740,783	+ 40,731,220
December	+ 109,985	- 5,137,011
January, 1922	- 2,161,036	+ 7,014,818
February	- 23,258,188	+ 17,278,859

	On hand end of month	
1921.	1920.	
August, 1921	8,591,211	8,374,296
September	58,523,488	75,975,059
October	74,364,231	116,706,239
November	74,474,216	111,569,278
December	72,313,180	118,584,066
January, 1922	49,054,992	135,862,955
February		

\*Does not include 34,475 pounds destroyed at mills.

## DISTRIBUTION OF CRUDE OIL HOLDINGS.

	Jan. 31,	Feb. 28,	1922.
At mills	72,313,180	49,054,992	
At refineries	8,986,076	8,666,529	
In transit to refineries and consumers	16,996,020	12,230,480	

	88,295,276	69,952,001
(69,952,001 lbs. crude oil at 9% refining loss equals 63,056,320 lbs. refined oil, or 159,141 barrels.)		

## CONSUMPTION OF CRUDE OIL AS CRUDE OIL.

	August.	September.	October.
Lbs.	4,346,848	4,346,848	4,346,848

	At refineries beginning of season...	4,346,848	4,346,848	4,346,848
In transit beginning of season ..	5,507,880	5,507,880	5,507,880	5,507,880

Shipped from crude mills up to last day of month indicated

648,713,165 763,292,570

Total accountable for 658,567,893 773,147,298

Used in refining 599,853,054 707,131,141

Left to account for 58,714,839 66,016,157

Of which on hand at refineries and in transit 25,982,096 20,897,009

Disappearance during season up to last day of month indicated 32,732,743 45,119,148

Of which accountable to exports to Canada 23,947,175 29,498,477

Consumed in U. S. A. as crude 8,785,568 15,620,671

## CRUSH PER TON.

During August 107,161 tons seed produced 20,630,396 lbs. crude oil, equivalent to 276.5 lbs. per ton, or 13.8 per cent, compared to 12.4 per cent last year.

During September 289,593 tons seed produced 89,802,967 lbs. crude oil, equivalent to 310.1 lbs. per ton, or 15.5 per cent, compared to 14.6 per cent last year.

During October 611,890 tons seed produced 186,444,041 lbs. crude oil, equivalent to 304.7 lbs. per ton, or 15.2 per cent, compared to 15.1 per cent last year.

During November 573,776 tons seed produced 173,574,011 lbs. crude oil, equivalent to 302.5 lbs. per ton, or 15.1 per cent, compared to 15.9 per cent last year.

During December 416,021 tons seed produced 131,961,210 lbs. crude oil, equivalent to 317.2 lbs. per ton, or 15.9 per cent, compared to 16.2 per cent last year.

During January 297,118 tons seed produced 91,321,210 lbs. crude oil, equivalent to 306.2 lbs. per ton, or 15.4 per cent, compared to 16.4 per cent last year.

During February 202,520 tons seed produced 80,789,335 lbs. crude oil, equivalent to 305.2 lbs. per ton, or 15.3 per cent, compared to 16.2 per cent last year.

During March 191,202 tons seed produced 77,199,289 lbs. crude oil, equivalent to 304.7 lbs. per ton, or 15.2 per cent, compared to 15.9 per cent last year.

During April 181,381 tons seed produced 74,066,496 lbs. crude oil, equivalent to 304.2 lbs. per ton, or 15.1 per cent, compared to 15.8 per cent last year.

During May 171,571 tons seed produced 71,934,596 lbs. crude oil, equivalent to 303.7 lbs. per ton, or 15.0 per cent, compared to 15.7 per cent last year.

During June 161,762 tons seed produced 69,804,627 lbs. crude oil, equivalent to 303.2 lbs. per ton, or 14.9 per cent, compared to 15.6 per cent last year.

During July 151,953 tons seed produced 68,673,282 lbs. crude oil, equivalent to 302.7 lbs. per ton, or 14.8 per cent, compared to 15.5 per cent last year.

During August 141,120 tons seed produced 67,540,637 lbs. crude oil, equivalent to 302.2 lbs. per ton, or 14.7 per cent, compared to 15.4 per cent last year.

During September 131,321 tons seed produced 66,409,226 lbs. crude oil, equivalent to 301.7 lbs. per ton, or 14.6 per cent, compared to 15.3 per cent last year.

During October 121,521 tons seed produced 65,285,907 lbs. crude oil, equivalent to 301.2 lbs. per ton, or 14.5 per cent, compared to 15.2 per cent last year.

During November 111,730 tons seed produced 64,166,537 lbs. crude oil, equivalent to 300.7 lbs. per ton, or 14.4 per cent, compared to 15.1 per cent last year.

During December 101,831 tons seed produced 63,056,037 lbs. crude oil, equivalent to 300.2 lbs. per ton, or 14.3 per cent, compared to 14.9 per cent last year.

During January 91,921 tons seed produced 62,045,627 lbs. crude oil, equivalent to 299.7 lbs. per ton, or 14.2 per cent, compared to 14.8 per cent last year.

During February 81,911 tons seed produced 61,035,217 lbs. crude oil, equivalent to 299.2 lbs. per ton, or 14.1 per cent, compared to 14.7 per cent last year.

During March 71,901 tons seed produced 60,025,808 lbs. crude oil, equivalent to 298.7 lbs. per ton, or 14.0 per cent, compared to 14.6 per cent last year.

During April 61,871 tons seed produced 58,999,398 lbs. crude oil, equivalent to 298.2 lbs. per ton, or 13.9 per cent, compared to 14.5 per cent last year.

During May 51,861 tons seed produced 57,989,988 lbs. crude oil, equivalent to 297.7 lbs. per ton, or 13.8 per cent, compared to 14.4 per cent last year.

During June 41,851 tons seed produced 56,980,578 lbs. crude oil, equivalent to 297.2 lbs. per ton, or 13.7 per cent, compared to 14.3 per cent last year.

During July 31,841 tons seed produced 55,971,168 lbs. crude oil, equivalent to 296.7 lbs. per ton, or 13.6 per cent, compared to 14.2 per cent last year.

During August 21,831 tons seed produced 54,961,858 lbs. crude oil, equivalent to 296.2 lbs. per ton, or 13.5 per cent, compared to 14.1 per cent last year.

During September 11,821 tons seed produced 53,952,548 lbs. crude oil, equivalent to 295.7 lbs. per ton, or 13.4 per cent, compared to 13.9 per cent last year.

During October 1,821 tons seed produced 52,943,238 lbs. crude oil, equivalent to 295.2 lbs. per ton, or 13.3 per cent, compared to 13.8 per cent last year.

During November 1,821 tons seed produced 51,934,928 lbs. crude oil, equivalent to 294.7 lbs. per ton, or 13.2 per cent, compared to 13.7 per cent last year.

During December 1,821 tons seed produced 50,925,618 lbs. crude oil, equivalent to 294.2 lbs. per ton, or 13.1 per cent, compared to 13.6 per cent last year.

During January 1,821 tons seed produced 49,916,308 lbs. crude oil, equivalent to 293.7 lbs. per ton, or 13.0 per cent, compared to 13.5 per cent last year.

During February 1,821 tons seed produced 48,907,000 lbs. crude oil, equivalent to 293.2 lbs. per ton, or 12.9 per cent, compared to 13.4 per cent last year.

During March 1,821 tons seed produced 47,897,690 lbs. crude oil, equivalent to 292.7 lbs. per ton, or 12.8 per cent, compared to 13.3 per cent last year.

During April 1,821 tons seed produced 46,888,380 lbs. crude oil, equivalent to 292.2 lbs. per ton, or 12.7 per cent, compared to 13.2 per cent last year.

During May 1,821 tons seed produced 45,879,070 lbs. crude oil, equivalent to 291.7 lbs. per ton, or 12.6 per cent, compared to 13.1 per cent last year.

During June 1,821 tons seed produced 44,870,760 lbs. crude oil, equivalent to 291.2 lbs. per ton, or 12.5 per cent, compared to 13.0 per cent last year.

During July 1,821 tons seed produced 43,861,450 lbs. crude oil, equivalent to 290.7 lbs. per ton, or 12.4 per cent, compared to 12.9 per cent last year.

During August 1,821 tons seed produced 42,852,140 lbs. crude oil, equivalent to 290.2 lbs. per ton, or 12.3 per cent, compared to 12.8 per cent last year.

During September 1,821 tons seed produced 41,842,830 lbs. crude oil, equivalent to 289.7 lbs. per ton, or 12.2 per cent, compared to 12.7 per cent last year.

During October 1,821 tons seed produced 40,833,520 lbs. crude oil, equivalent to 289.2 lbs. per ton, or 12.1 per cent, compared to 12.6 per cent last year.

During November 1,821 tons seed produced 39,824,210 lbs. crude oil, equivalent to 288.

## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Inactive—Trade Hesitating, Awaiting May Developments — Crude Oil Easier — Demand Oil and Compound Slow—Lard Shows Heaviness.**

The feature in the cottonseed oil futures market on the New York Produce Exchange the past week was the material falling off in outside interest, and a disposition in both speculative and trade circles to await the developments in the May position. Recently much has been said about tightness in the May position, with refiners long, and anticipating delivery, but of late there is more or less disposition to belittle the talk of congestion, and claims have been made that the active buying of the May delivery some time ago was due to the removal of hedges against the large volume of cash business that has been put through.

Nevertheless, the developments in the May future have tended to make for uncertainty among the speculative element, with the result that a waiting attitude has been taken, and a temporary falling off has resulted, in the daily turnover. Generally speaking, it is felt that no matter what the developments might prove to be, later in the season, it would be difficult for congestion to develop in May, when there would be a visible supply of close to a million barrels of oil in the country.

#### Question May vs. July Delivery.

There is no question but what a fair-

sized short interest exists, but this short interest is believed to be mainly in the way of legitimate hedges, and it is felt that if May maintains a premium over July the oil would be delivered and replaced by purchases of the distant months, when the oil could be taken back on delivery without the shorts having to pay any prevailing premiums. There has been so much talk about the May position that it is felt that the outside interest has pretty well evened up, and it is believed that what remaining outside interest there is in that month will be transferred to July or the latter position before May rolls around.

Developments in cotton oil the past week were not of a favorable character toward enhanced prices. Aside from the persistent talk of a shortage before the season is over, there was little upon which to base hopes of higher prices. There has been a fair demand for salad oils, but generally speaking, cash trade has been poor, and in most cases compound makers reported cash demand flat. One of the important interests stated that although prices of compound were shaded  $\frac{1}{4}$ c, and at the present time quoted from 13 to 13 $\frac{1}{2}$ c according to brand, pure lard at 11 $\frac{1}{2}$ c per lb. less was undoubtedly eating into the compound trade.

#### Smaller April Disappearance.

This condition, it is believed, is not entirely local, but is rather general, and while the March consumption of oil un-

doubtedly makes a favorable showing in the next government report, it appears more than likely that the disappearance will drop materially during the month of April. It is estimated that the March consumption will range between 175,000 and 200,000 bbls., but even this is smaller than what the trade was talking a week or two ago, and the advanced estimate of April consumption, based upon sales to date, is far below the March guesses.

The latter is pointed out because it is the supply-and-demand situation which is going to be a decided influence the next few months, and the April estimates are not given in figures because it is a little too early, and there is a possibility that the trade may re-enter the market for some quick shipment stuff. In more than one quarter it is repeatedly heard that consumers are re-selling the cash article to one another, but to what extent it is difficult to ascertain. There is no question but what a short while back when prices were considerably lower, the trade took on considerable quantities, and as the demand has not apparently followed the upturn distributors have been taking down profits by resales.

#### Oriental Oil Duty Future.

Increasing talk has been current about the possibilities of reduced import duties on Oriental oils, and while some figure that the soya bean duty would be reduced to a cent a pound by July 1, against the present duty of 2.66c, it has been con-

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tended that the Dairymen's League was working at Washington for increased duties rather than lowered ones. The cotton-oil industry of the South is understood to be mixed as to ideas, and some reports have indicated that there was a possibility of the import duties being lowered for Oriental oils that were consumed in non-edible channels, but that there would be no reduction to speak of in the duty where the oil was distributed edible.

Crude oil was generally dull, but was easier, and ten cents asked in the southeast, nominal in the Valley and 9 1/4c asked in Texas.

Notwithstanding all these developments, there has been very little pressure on the market, and although the weakness in lard had effect at times no important liquidation was in evidence, but at the same time there was noticeably less support from the strong quarters that have recently bolstered the market on every setback.

City lard at New York was around 10 1/4c, middle western around 11 1/4c, and prime western 11.60@11.70c, while compound was 13@13 1/2c. Lard at Chicago was quoted at 10.62c per lb., and loose lard at 9.87c. Cocoanut oil coast basis was weak at 7 1/4c asked, a decline of 5c from the recent levels, while soya bean, March-April shipment from the Orient after selling down to 6 1/4c rallied to 6.40c. Oleo stearine at New York broke to nine cents, a decline of a cent a pound within a week

or so, which was partly taken as indicating the slow compound trade, while special loose tallow at New York was 6 1/2c asked, extra tallow 7c asked. In other words, the oils and greases, with the exception of cotton oil, were weak.

**COTTONSEED OIL.**—Market transactions:

**Thursday, March 23, 1922.**

	Range	Closing		
Spot	Sales. High. Low. Bid. Asked.			
March	200 1148 1148	1135	a	1180
April		1142	a	1155
May	5400 1149	1133	1149	a 1150
June		1135	a	1145
July	9700 1139	1125	1135	a 1137
Aug.	2300 1140	1125	1137	a 1139
Sept.	800 1137	1125	1127	a 1131
Oct.	100 1065	1065	1065	a 1075

Total sales, 18,700 Prime Crude, S. E. 1000 nominal.

**Friday, March 24, 1922.**

	Range	Closing		
Spot	Sales. High. Low. Bid. Asked.			
March		1160	a	1200
April		1160	a	1185
May	2500 1180	1149	1169	a 1170
June		1140	a	1165
July	4500 1156	1130	1145	a 1147
Aug.	2000 1151	1130	1146	a 1151
Sept.	300 1155	1149	1145	a 1148
Oct.	100 1090	1090	1082	a 1090

Total sales, 10,800 Prime Crude, S. E. 1000 sales.

**Saturday, March 25, 1922.**

	Range	Closing		
Spot	Sales. High. Low. Bid. Asked.			
March		1165	a	1185
April		1165	a	1185
May	500 1188	1178	1180	a 1170
June		1160	a	1170
July	1000 1165	1162	1158	a 1160
Aug.	400 1165	1164	1159	a 1162
Sept.	400 1160	1159	1155	a 1158
Oct.	700 1092	1090	1089	a 1091

Total sales, 3,000 Prime Crude, S. E. 1000 sales.

**Monday, March 27, 1922.**

	Range	Closing		
Spot	Sales. High. Low. Bid. Asked.			
March		1150	a	1170
April		1155	a	1170
May	1000 1180	1165	1165	a 1170
June	100 1153	1153	1145	a 1155
July	2300 1153	1138	1142	a 1155
Aug.	700 1150	1140	1144	a 1146
Sept.	1400 1150	1137	1139	a 1140
Oct.	600 1085	1072	1074	a 1077

Total sales, 6,100 Prime Crude, S. E. 1000 nominal.

**Tuesday, March 28, 1922.**

	Range	Closing		
Spot	Sales. High. Low. Bid. Asked.			
March		1150	a	1200
April		1150	a	1170
May	1300 1177	1167	1160	a 1166
June		1140	a	1150
July	900 1146	1139	1135	a 1139
Aug.	100 1149	1149	1138	a 1140
Sept.	1400 1150	1135	1134	a 1136
Oct.	500 1080	1072	1067	a 1070

Total sales, 4,400 Prime Crude, S. E. 1000—1025.

**Wednesday, March 29, 1922.**

	Range	Closing		
Spot	Sales. High. Low. Bid. Asked.			
April		1140	a	1160
May	1700 1160	1145	1145	a 1149
June		1130	a	1142
July	4400 1142	1128	1136	a 1137
Aug.	200 1136	1130	1138	a 1139
Sept.	600 1136	1125	1135	a 1137
Oct.	1800 1067	1060	1061	a 1063
Nov.		995	a	1025

Total sales, 10,300 Prime Crude, S. E. 1000 asked.

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B Prime Summer White  
Sun Prime Summer Yellow  
Union Cottonseed Stearine

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Quality the highest, always uniform

Thursday, March 30, 1921.

Closed 1@5 points net lower. Sales, 4,300 bbls. Prime crude, 9.87½c asked; prime summer yellow, spot, 11.35c; May, 11.40c; July, 11.31c; September, 11.30c, all bid.

SEE PAGE 37 FOR LATER MARKETS.

**COCOANUT OIL.**—Demand has been decidedly quieter, and the market has developed a heavier tone. March-April shipment, Manila, was quoted at 7½c sellers' tanks coast asked, a decline of ½@½c from the recent levels, and there were intimations that offerings were quite liberal. In some quarters it was felt that speculators who had taken hold a short while back were letting go, and the large consumers, it was said, were holding off. At New York the market was mainly nominal. In the latter market Ceylon type in barrels was quoted at 9@9½c; tanks coast, 7½c; Cochin, barrels, New York, 9½@10c; tanks, 8½@9c nominal, and edible in barrels, 11½@11½c.

**SOYA BEAN OIL.**—Outside of claims that 1,200 tons of crude soya-bean shipment from the Orient had been worked last week, there was little evidence of business the past week, and the market was rather irregular. The tariff situation at Washington makes for uncertainty, and while some are anticipating that the soya duty will be lowered to a cent a pound, opposition is in evidence, and in fact some interests are reported working for the maintenance of the present tariff or even for increased duties. At one time crude was offered at 6½c, f. o. b. the coast, but the market steadied, and was quoted about the middle of this week at 6.40c. At New York crude in barrels was quoted at 11c, blown at 11½c. Pacific coast tanks 9½c@9¾c, and deodorized in barrels at New York 12½@12¾c.

**PEANUT OIL.**—The market was inactive with buyers and sellers apart. Crude oil was offered from the south at 10½c, with buyers' ideas about a quarter cent below that figure and influenced somewhat by the easier tone in crude cotton oil which was 10c asked in the southeast, and 9¾c asked in Texas. At New York crude peanut in barrels was quoted at 11½c; tanks mills, 10@10½c, and deodorized in barrels at New York, 12½@13c.

**PALM OIL.**—The market was inactive with cable offerings quite steady. At New York Lagos spot was quoted at 8c, shipment 7½@8c, and Niger, casks, 6½c.

**PALM KERNEL OIL** was unchanged with importers quoting 8½c c. i. f. New York.

### J. G. Gash & Co., Inc.

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## Fats, Oils, Greases Cotton Seed Products

Cotton Oil Options on the New  
York Produce Exchange

**CORN OIL.**—There is a fairly steady demand, and the market had a very steady undertone. Crude in barrels, New York, was quoted at 11½@11½c, tanks, Chicago; refined, barrels, New York, 12½@13c, and in cases, \$1.18 gallon.

**COTTONSEED OIL.**—Demand slow. Prime summer yellow, spot, barrels, New York, 12@12½c; crude southeast, 10c asked; Texas, 9¾c asked; bleachable tanks, mills, 11c nominal.

#### COTTON OIL AND THE TARIFF.

With the permanent tariff bill now under consideration in the Senate, vegetable oil interests are watching its schedules closely. In a resumé of the cotton oil situation today in its relation to the tariff John Aspegren of New York, after discussing the matter at length, arrives at these conclusions:

**First:** The United States has been deprived of the importations of Oriental oils and the exportations of cotton oil—one offsetting the other one.

**Second:** The United States has been deprived of any voice in the making of prices on our own products; the price-making now being entirely in the hands of the European buyers.

**Third:** Cotton oil, instead of going into high grade edible channels where it belongs, is forced into low grade channels at low-grade prices, to take the place of lower grade oil and cheaper fats.

**Fourth:** In years of short crops like the present one, when prices ought to rule high (if natural conditions of supply and demand were allowed to prevail), the South doesn't get the advantage of the proportionately higher prices until late in the season, after the bulk of oil has been marketed. And even then she does not get for her product as high a price as she should, for reasons given above.

In years of average crops, she (the South) is entirely at the mercy of the European buyer, and will have to sell her cotton oil at prices dictated to her and to the Orient by the European buyers.

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COTTON OIL OPTIONS  
on the New York Produce  
Exchange

#### SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 30, 1922.—Prime crude cottonseed oil, 9¾c bid, 10c asked. Refined cottonseed oil dull, stocks light. Meal: 7 per cent, \$43.00; 8 per cent, \$46.00. Loose hulls, 10½c; sacked, 12½c, all short ton f. o. b. mill.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 30, 1922.—Crude cottonseed oil dull, with no trading sellers. Sellers at 10c, buyers not bidding. Meal, 43 per cent, \$49.00@50.00. Memphis loose hulls, \$11.00 Memphis.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, March 28, 1922.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-four to 76% caustic soda, 3¾@4c lb.; 60% caustic soda, 3¾@3½c lb.; 98% powdered caustic soda, 4¾@4¾c lb.; 48% carbonate of soda, 2½c lb.; 58% carbonate of soda, 2@2¾c lb.; talc, 1@2c lb.

Clarified palm oil, in casks, 2,000 lbs., 8½@8¾c lb.; commercial yellow olive oil, \$1.15@1.20 gal.; olive oil foats, 9½@9¾c lb.; Cochin cocoanut oil, 10½@10¾c lb.; Ceylon cocoanut oil, 9½@9¾c lb.

Prime summer yellow cottonseed oil, 12½@13c lb.; soya bean oil, 11½@12c lb.; corn oil, nominal, 11½@12c lb.; peanut oil, in bbls., New York, deodorized, 12½@12½c lb.; peanut oil, crude, tanks, f. o. b. mills, 10½@10¾c lb.

Prime city tallow, special, 6½c lb.; dynamite glycerine, nominal, 13½@13½c lb.; saponified glycerine, nominal, 9@9½c lb.; crude soap glycerine, nominal, 8@8½c lb.; chemically pure glycerine, nominal, 15@16c lb.; prime packers' grease, nominal, 5½@5½c lb.

#### COTTONSEED OIL EXPORTS

Cottonseed oil exports from New York from March 1 to March 29, 1922, according to unofficial reports were 3,415 barrels.

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During this time, we have made many new friends and have happily retained the good-will and patronage of the charter-members.

We wish to express our sincere appreciation for such success as we have attained and also to pledge our future efforts to merit your continued confidence and patronage.

OPPENHEIMER CASING CO.



Harry S. Oppenheimer  
PRESIDENT

## THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

## Provisions.

Provisions have been dull and weak, mainly due to the influence of poor cash trade, unsteady grain markets and absence of export demand. Hogs have been irregular, but comparatively strong. The sentiment of the trade has been against the market, which is a little more active and weaker under liquidation due to lard weakness.

## Cottonseed Oil.

There was a sharp falling off in cash trade in cottonseed oil and compound and there was loss noticeable in the support with locals following lard and with sentiment decidedly more mixed. Crude oil is weaker offered 9 1/2 cents everywhere with less demand, and buyers' ideas 1/4 cent below offerings.

## Tallow.

Special loose, 6 1/2¢ bid.

## Oleo Stearine.

Nine cents bid; extra oleo oil, 11@11 1/4¢.

## FRIDAY'S GENERAL MARKETS.

New York, Mar. 31, 1922.—Spot lard at New York, prime western, \$11.30@11.40; Middle West, \$10.80@10.90; city steam, \$10.75; refined continent, \$12.60; South American, \$12.75; Brazil, kegs, \$13.75; compound, \$13.00@13.50.

## Marseilles Oil.

Marseilles, Mar. 31, 1922.—COPRA fabrique—fr.; copra edible—fr.; peanut fabrique—fr.; peanut edible—fr.

## Liverpool Provision Markets.

Liverpool, Mar. 31, 1922.—(By Cable.)—Quotations today: Shoulders, square, 85s; shoulders, picnic, 70s; hams, long cut, 125s; hams, American cut, 124s; bacon, Cumberland cut, 95s; bacon, short backs, 82s; bacon, Wiltshire, 95s; bellies, clear, 82s; Australian tallow, 39@39s 6d; spot lard, 64s 6d.

## Hull Oil Markets.

Hull, England, Mar. 31, 1922.—(By Cable.)—Refined cottonseed oil, 43s 6d; crude, 38s 6d.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Mar. 31, 1922, show exports from that country were as follows: To England, none; to the Continent, none; to other ports, none. Exports for the previous week were as follows: To England, 117,569 quarters; to the Continent, 1,644; to other ports, none.

## FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Country, unit.	Par value in U. S. money.	Value on March 29.
Austria—Krone	\$ .203	\$ .000140
Belgium—Franc	.193	.0840
Czechoslovakia—Krone	*	.0186
Denmark—Krone	.263	.2110
Finland—Fimmark	.193	.0214
France—Franc	.193	.0900
Germany—Mark	.238	.0031
Great Britain—Pound	4.866	.438
Greece—Drachma	.193	.0440
Italy—Lira	.193	.0511
Japan—Yen	.498	.4750
Jugo-Slavia—Krone	*	.0009
Netherlands—Florin	.402	.3778
Novorossiia—Ruble	.268	.1772
Poland—Polish mark	*	.0002 1/4
Roumania—Leu	.193	.0072
Russia—Rouble	.515	
Serbia—Dinar	.193	.0130
Spain—Peseta	.193	.1550
Sweden—Krona	.268	.26
Switzerland—Franc	.193	.1942
Turkey—Turkish pound	.440	....

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

## RECEIPTS AT CENTERS.

## SATURDAY, MARCH 25, 1922.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.	
Chicago	1,000	4,000	5,000		Armour & Co.	5,839	7,200	14,391
Kansas City	300	800	2,000		Swift & Co.	7,054	10,900	17,555
Omaha	200	5,000	700		Morris & Co.	5,311	7,700	8,633
St. Louis	200	4,000			Wilson & Co.	4,340	8,000	8,250
St. Joseph	1,000	2,800	1,000		Anglo-Amer. Prov. Co.	517	5,000	
St. Louis City	500	4,000			G. H. Hammond Co.	2,204	3,600	
St. Paul	200	400	300		Libby, McNeill & Libby.	530		
Oklahoma City	200	200			Brennan Packing Co.	5,400 hogs; Miller & Hart		
Fort Worth	500	300			4,100 hogs; Independent Packing Co.	4,700 hogs;		
Louisville	100	1,000	100		Boyd, Lunham & Co.	4,900 hogs; Western Packing		
Wichita	100	400			& Provision Co.	12,500 hogs; Roberts & Oake.		
Indianapolis	200	4,000	100		hogs; others, 15,200 hogs.			
Pittsburgh	100	1,500						
Cincinnati	300	2,000	100					
Buffalo	100	1,500	400					
Cleveland	200	1,500	100					
Nashville, Tenn.	100	1,000						
Toronto	100	300						

## MONDAY, MARCH 27, 1922.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.		
Chicago	22,000	50,000	19,000		Armour & Co.	2,371	661	5,870	7,341
Kansas City	14,000	10,000	9,000		Swift & Co.	5,215	587	4,452	5,667
Omaha	9,500	8,000	5,500		Cudahy Packing Co.	4,229	7,288	8,000	6,775
St. Louis	4,000	11,000	1,500		Morris & Co.	4,667	4,598	8,411	
St. Joseph	3,000	5,000	2,000		Dold Packing Co.	1,273	4,261	152	
Sioux City	3,500	4,000	3,000		Swartz & Co.	2,204			
St. Paul	3,000	6,000	1,000		J. W. Murphy	6,954			
Oklahoma City	1,000	3,000			Ogden Packing Co.	835			
Fort Worth	2,000	1,200			Others	3,775			
Wichita	2,000	3,000							
Indianapolis	900	3,000	100						
Pittsburgh	1,500	10,000	4,000						
Cincinnati	1,000	6,300	200						
Buffalo	2,800	15,000	9,000						
Cleveland	1,000	6,000	1,200						
Nashville, Tenn.	800	1,300	100						
Toronto	2,000	1,000	100						

## TUESDAY, MARCH 28, 1922.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.	
Chicago	8,000	20,000	13,000		Armour & Co.	3,001	3,970	1,737
Kansas City	8,000	10,000	8,500		Swift & Co.	2,456	7,978	1,238
Omaha	7,500	12,500	10,000		St. Louis Dressed Beef.	1,182	312	183
St. Louis	4,000	11,000	1,500		Independent Packing Co.	868	2,311	60
St. Joseph	2,000	5,000	4,000		East Side Packing Co.	180	3,295	
Sioux City	3,000	7,000	500		Heil Packing Co.	11	179	
St. Paul	2,500	7,500	500		American Packing Co.	89	1,294	
Oklahoma City	2,000	1,200			Sieloff Packing Co.	76	12	
Fort Worth	2,400	2,000	300		Cole Butchers	12	666	2,361
Wichita	800	3,000	200					
Indianapolis	1,400	2,500	4,000					
Pittsburgh	1,000	1,000						
Cincinnati	500	6,500	100					
Buffalo	100	1,000	500					
Cleveland	200	2,000	4,000					
Nashville, Tenn.	100	400						
Toronto	900	2,000	100					

## WEDNESDAY, MARCH 29, 1922.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.
Chicago	5,500	10,000	12,000		Chicago	34,250	
Kansas City	5,500	7,000	5,000		Kansas City	20,400	
Omaha	4,500	11,500	4,500		Omaha	14,595	
St. Louis	3,500	10,500	1,000		St. Joseph	6,060	
St. Joseph	2,000	5,000	4,000		Cudahy	4,897	
Sioux City	2,000	9,000	1,000		Philadelphia	1,008	
St. Paul	3,500	12,000	1,000		New York and Jersey City	11,622	
Oklahoma City	1,600	3,000			Oklahoma City	2,586	
Fort Worth	1,300	2,000	300			9,988	
Milwaukee	200	1,000	100			4,195	
Denver	1,000	1,000	6,100				
Louisville	400	1,500	200				
Wichita	600	1,300	100				
Indianapolis	800	7,000	100				
Pittsburgh	100	3,000	1,000				
Cincinnati	500	4,000	400				
Buffalo	100	2,000	1,600				
Cleveland	200	4,000	1,000				
Nashville, Tenn.	200	3,000					
Toronto	1,800	2,200	100				

## THURSDAY, MARCH 30, 1922.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.
Chicago	7,000	18,000	11,000		Chicago	48,628	
Kansas City	1,500	3,000	6,000		Kansas City	25,142	
Omaha	2,000	7,500	7,500		Omaha	20,423	
St. Louis	1,400	5,000	1,000		East St. Louis	3,249	
St. Joseph	900	4,500	3,000		St. Joseph	1,487	
Sioux City	1,000	5,500	500		Cudahy	2,250	
St. Paul	1,400	4,500	100		South St. Paul	490	
Oklahoma City	500	1,200			Philadelphia	2,590	
Fort Worth	2,000	2,500	2,000		New York and Jersey City	4,650	
Milwaukee	600	2,000	100		Oklahoma City	32,289	
Denver	1,600	3,500	9,400			87	
Indianapolis	600	6,000	200				
Pittsburgh	100	3,000	3,000				
Cincinnati	500	5,000	300				
Buffalo	100	4,200	500				
	1,800	4,800	6,000				

## FRIDAY, MARCH 31, 1922.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.	
Chicago	3,500	21,000	6,000		Chicago	821	718	14,25
Kansas City	1,500	5,000	1,500		Swift & Co.	1,000	14,00	11,50
Omaha	1,000	4,500	5,000		Cudahy	1,333	496	14,25
St. Louis	500	9,000	300		Wilson & Co.	240	821	14,00
St. Joseph	200	2,200	1,000		Anglo-Amer. Prov. Co.	1,114	174	11,50
Sioux City	1,000	5,000	1,000		G. H. Hammond Co.	1,144	311	11,00
St. Paul	1,400	6,000	500		Libby, McNeill & Libby.	530		
Oklahoma City	700	2,000	100		Brennan Packing Co.	5,400 hogs; Miller & Hart		</td

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES** quiet. The situation is at a pause, owing to the uncertainty surrounding most of the late trading on prices paid. Holdings are amply large. Most killers are not inclined to offer strike hides at present. Some quiet movement said to have taken place. Natives quoted nominal about 13c; Texas 12@12½c; shredder southerns last sold at 12½c; butts 12@12½c; Colorados 11c; branded cows 10c; heavy cows 11½c; lights 10½@11c; native bulls 7½@8c; one killer said to be asking 8½c; native bulls 6@6½c.

**COUNTRY HIDES**—Local sellers have advanced their asking prices to 11½c for the under 45 lbs. hides and talk as high as 9c on the 45 lbs. up stock. The situation in outside markets of the larger sort is relatively as strong as in Chicago. The situation in the collecting districts is fairly steady with all weight hides ranging at 7½@8½c Chicago basis. Heavy steers are priced out at 8½@9c; heavy cows and butts are valued at 8@8½c for business; recent bids at 8½c were rejected for Ohio and similar currently received lots and 8½@9c asked. Extremes are quoted at 10@11c last paid with more money talked on further business. Branded country hides are quiet and quoted nominally at 6@6½c flat basis; country packer branded hides are quoted at 8@10c; bulls quoted 5½@6½c; inside lately paid and outside usually firmly demanded. Country packer bulls 7@7½c; glue hides at 4@5c.

**NORTHWESTERN HIDES**—Trading was transacted in Twin Cities at strong levels. Business done tended to clear the market of surplus holdings and cause sellers to talk relatively higher figures on subsequent operations. Heavy hides sold at 8c for weights 45 lbs. and up. Butts also realized that figure and light hides made 10c. All weight hides sold in a rather generous way at 8½c Chicago basis. Bulls are quoted about 5½@6c for business; kip-skins are quoted at 10@12c; calfskins at 11@14c, and horse hides at \$3.00@3.35 flat fob. nominal.

**CALFSKINS**—No new developments are noted on the big movement in packer calfskins. Considerable secrecy continues to surround the movement of between 70,000 and 100,000 Jan. Feb. kill at private terms, said to be a 15c level. Seller charged with the above movement asks 17c for March take-off. Local first salted city calf last sold in straight weights at 16½c. This rate is asked. Buyers are willing to take on 10@15c lbs. skins at that level, but generally consider the market top at 16c for straight weights. Outside skins quoted 13@16c; countries 10@13c; deacons 75c@\$1.00; kip-skins quoted 14@15c for first salted lots; mixed city and country skins sold at 12c today and country stock quoted down to 10c nominal.

**DRY HIDES**—Western all weights quoted 12@13c.

**HORSE HIDES**—Some slight nibbling for old countries, but other grades are dull. Renderer hides quoted \$3.50@3.75; old countries range down to \$2.50 and mixed hides \$3.00@3.50. Cheap raw stock is wanted.

**SHEEP PELTS**—Packer sheep and lambskins sold as noted earlier at \$2.15@2.20 for points; as all packers quoted about \$2.00 average; countries about \$1.25@1.50; shearlings 40@50c; clips 15@30c; dry pelts 12@15c nominal; pickled skins \$2.75 @4.50 dozen as to lots; goats 40@80c.

**HOGSKINS**—Country run 15@30c; rejects half; strips 4@5c.

### New York.

**PACKER HIDES**—No additional business is noted in city slaughter goods, following the movement of two cars of March spready steers at 14½c. The situation is at a pause awaiting further de-

velopments. Buyers are expecting rates to weaken considerably. Sellers talk old figures. Natives lately sold at 12½@13c; butts quoted 12c and Colorados 11c; cows 11c and bulls 7@7½c.

**SMALL PACKER HIDES**—Eastern small packers are talking steady prices for their moderate unsold mid-winter slaughter. Buyers are reluctant about doing any further purchasing owing to recent weakness both in large and small packer slaughter. All weight cows are quoted at 9½@10c; steers recently sold down to 10c for badly grubby varieties and other sales ranged at 10½@11½c for datings; outside for good quality lots. Trade in the aggregate in the past month has been of fair size. Bulls quoted 7@7½c lately paid.

**COUNTRY HIDES**—Pennsylvania extremes are selling steadily in a range of 10@11c for quality; outside for grub free descriptions. Butts from this section quoted 7½@8c. New York buyers report securing Pennsylvania all weight hides at 7½c in carloads and 7c flat in smaller parcels. New York state and similar eastern all weight hides realize 7½c from time to time but buyers in this market hesitate to better that figure. Boston buyers are paying up to 11c basis for grub free extremes. New England and Canadian extremes are priced up to 10c; Southern descriptions up to 9½c asked for good descriptions. Buff weights are generally quotable at 8@8½c for business in the choice sections.

**CALFSKINS**—Movement in trimmed New York City calfskins is a trifle slow, as demand is altogether for the heavy weights and collectors wish to move three weights. Offerings are noted at \$1.30 for the lights, \$2.05 and \$2.55 for the medium and heavy skins. One seller states he can obtain \$2.70 for 9½c alone. There is some disposition to offer 12@17c in connection with the heavy calf, but no new business has transpired. Stocks are moderately ample. Outside skins quoted \$1.00@1.25 basis on lights. Untrimmed 15@16c; Paris calf auctions, lights, brought 32½c; mediums 21½c; heavies 22½@23c. Kip \$3.20@3.80.

**IMPORTED WET SALTED HIDES**—A big movement in frigorifico steers this week embraced, 4,000 Anglos, 4,000 Las Palmas, 5,000 Campanas at \$41.25, also 8,000 Swift Montevideos at \$41.50. These prices figure out approximately 16½@16¾c c. i. f. New York basis. In addition about 4,000 Swift LaPlata cows and a thousand Armour cows sold at \$33.50 or about 13¾c c. i. f. New York basis. This business tends to reduce the unsold holdings to close to 50,000 altogether and one large seller holds practically all of them. The rank and file of sellers are booked up to about slaughter. Several lots of special take-off matadero hides, one-third cows, moved at 13¾c. No late developments are noted in spot hides.

### ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., March 29.

There was a light run of cattle all around the circuit this week and this market was no exception to the rule, the count for the period being 15,000. The quality averaged common to medium, with a few good cattle in the offerings. The quotation on best heavy corn-fed steers is \$8.25@9.00, and strictly good offerings would no doubt bring the top figure. We have had nothing this week good enough, however, to sell above \$8.50. A spread of \$6.50@7.40 covers the bulk of the killing steers, and a spread of \$7.50@8.00 easily covers the best ones on sale, with the exception of the \$8.50 drove already mentioned and a few loads of light weight

yearling stuff, which ranged from \$8.00 @8.35.

Quite a few yearling cattle sold around \$7.75 during the week and the bulk in this class ranged from \$6.00@7.65. Fleshy cows sold for the most part at \$4.25@5.85, with a few fancy cows selling around \$6.00. Beef bulls, \$4.50@5.25; bolognans, \$4.00@4.25. The cattle market generally, covering all grades, has been steady with a stronger tendency for the week.

The hog receipts this week are right at 60,000 and the quality much the same as it has been for the past month, namely, fair to good. The market has been strong and active for the entire period and today is 10c to 25c higher than a week ago, except on rough hogs which have held to a steady basis. The outlet this week was largely through the order buyers although the local slaughterers showed considerable activity during the middle of the period.

Today's quotations are: Mixed and butchers, \$10.25@10.40; good heavies, \$10.15@10.35; roughs, \$8.50@8.75; lights, \$10.30@10.40; pigs, \$8.75@10.25; bulk, \$10.25@10.35.

The count in the sheep house this week was 7,000, and very much the larger proportion of the run consisted of lambs and young stock. The market on all grades holds to a fully steady basis with a stronger tendency on anything that has quality and finish. Medium and heavy mutton sheep brought \$8.50@9.00 during the entire period and choice light ewes are quoted at \$9.25@9.50, although we had no carloads in this class. Clipped lambs ranged from \$12.00@13.50, the top figure being paid on the handy weight kind. Native and western lambs range from \$14.75@16.00, the latter figure being paid on Tuesday of the present week for two doubles of strictly good, though hardly choice, Colorado lambs. This price equals the highest paid this year, or, for that matter, since June, 1920.

### KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, March 29.

Cattle prices held firm at Tuesday's advance, exceptions higher. Receipts were light and offerings sold readily. Indications are that fat cattle will be in light supply for the next thirty days. Hog prices here were steady. The top remained at \$10.00 and bulk \$9.65@9.90. Pigs sold up to \$9.75. Sheep and lambs were in active demand at strong prices. A close clearance was made early.

Receipts today were 5,000 cattle, 7,000 hogs, and 7,000 sheep, compared with 7,000 cattle, 7,500 hogs, and 8,000 sheep a week ago, and 5,475 cattle, 7,990 hogs, and 4,900 sheep a year ago.

The moderate changes reported in fat cattle prices today were a slight gain, with most prices firm. In connection with Tuesday's advance of 10c to 15c, the market today is in a much better position than Monday. Receipts have fallen off sharply and are materially short of a year ago. Salesmen believe that a better demand will prevail next week as only moderate runs are in sight. It is also expected that the advancing season will bring out a larger demand for light weight and baby beevies. Cows, heifers and calves were quoted steady.

Hog prices were fully steady. Shipping demand was small but in the face of a weaker market in Chicago packers paid fully steady prices here. The general market is 15c to 20c higher than the low point last week. The top was \$10.00 and bulk of sales \$9.65@9.90. Pigs are in active demand at \$8.50@9.75.

Good Colorado lambs sold at \$15.00@15.25, fresh shorn Texas wethers \$9.00, and shorn lambs \$12.75. Trade was active with prices considered fully steady. Hothouse spring lambs will be wanted for the Easter trade and the best time to market them will be next week.

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by the U. S. Bureau of Markets.)

Union Stock Yards, Chicago, Mar. 30.

A liberal Monday run of cattle resulted in a lower beef steer market, prices touching the lowest levels for many weeks, but on following days the country tightened up the source of supply, and price improvement since shows a full recovery of the early loss, with today's market showing a healthy undertone at around 15c with spots 25c above a week ago. The dressed beef trade was in a fairly healthy condition and order buyers have bought quite liberally for the Eastern markets, usually taking good to choice grades of medium to heavy steers.

Yearlings, good to choice grades, sold around \$8.75@9.00 and better all week, strictly choice baby beef heifers making the extreme top for the period at \$9.40.

The highest price paid for heavy bullocks by killers was \$9.25 reached Wednesday by 50 head of strictly choice 1,578-lb. steers. Other strong weight steers of choice grade sold at \$8.80@9.10. Medium grades were most numerous and sales ranging from \$7.35@8.35 included the bulk of the week's beef steer transactions, common grades selling around \$6.50@7.00 mostly.

Receipts at Chicago for the past four days, estimated at 46,900, were about 4,400 lighter than the week previous, with the ten market total at 145,400 showing a decrease of 6,100.

The stock was in light supply and values advanced until they were around 25c above last Thursday. Choice kosher cows touched the \$7.00 mark. Choice baby beeves topped the week's price scale at \$9.40. Most cows and heifers of butcher grades found outlet within a spread of \$5.00@6.50. Canneries cleared around \$3.25@3.50 mostly, and cutters largely within a range of 3.75@4.00.

Most sales of heavy beef bulls were made at \$4.50@4.85, with choice kinds around \$5.00. Medium weight beef bulls usually sold at \$5.25@5.75, with desirable killing yearlings well above the latter figure. Bolognas cashed at \$4.25@4.35 for the most part all week and prices closed about steady with a week ago.

Although receipts of veal calves were liberal, demand was sufficient to lift the bulk of vealers to packers about 25c with spots 50c above a week ago. Handyweight shipping calves, averaging around 160 to 180 lbs., were scarce, and order buyers took only a comparatively small proportion of the supply at \$9.00@10.00, most vealers averaging 100 to 125 lbs. going to killers at \$7.50@8.25, with numerous lots going at \$8.50 today. Packers paid \$8.75 for today's best offering, while \$8.50 was the packer limit last Thursday.

Chicago receipts for the week to date at 102,000 were 11,000 more than like period last week, and only 1,500 less than corresponding period last year, while ten market total for the week thus far at 354,000 was 56,000 more than similar period a week ago, but 9,000 less than corresponding period a year ago.

There was more pronounced stability this week to hog values and a firmer undertone in the market, which many in the trade feel will not be shaken until receipts materially increase or demand for products slacken.

The average cost of packer and shipper droves for the first three days of the week was, respectively, \$10.03, \$10.01 and \$10.00, with a sharp upturn today to around \$10.20. Top was \$10.60 today and bulk of sales \$9.95@10.50. Receipts today at 18,000 were the smallest Thursday receipts since September 8.

General quality was mostly good, but droves ran more up and down in weight than any prior week this season. Several loads of fall crop hogs were noted yesterday and today.

Market closed today as compared with Thursday previous 15@25c higher, largely 20@25c higher, with good 200 to 260-lb. hogs up the most. Desirable 100 to 130-lb. pigs today mostly at \$9.75@10.25 showed a full half dollar advance for the week. On account of scarcity, sorted light lights sold during the past week practically up to the top of the market.

With supply showing a shrinkage this week from last and as compared with the corresponding week last year, the market for fat sheep and lambs has developed strength and now shows 25@50c gains as compared to a week ago.

Chicago receipts thus far this week total about 57,000, against 59,959 like period last week and 86,082 a year ago. Ten markets have had a combined four-day supply of approximately 165,000, against 176,965 the same time last week and 213,400 a year ago. Above normal average weights have attested the confidence in feeders' ranks.

Lamb supply has been about equally divided between woolled and shorn stock, the Colorado delegation forming the bulk of the former. Few woolled sheep have ap-

(Continued on page 44.)

### OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Nebr., March 29.

Fat cattle prices have shown some improvement this week in spite of the fact that there was a sharp decline on Monday. Moderate supplies later tended to stimu-

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late the demand from both local packers and shipping buyers, and anything good enough to bring out competition has sold slightly stronger than a week ago. Medium and common kinds have been in liberal supply and have barely held their own. Strictly good to choice beeves, both heavy and light, are selling at \$8.00@8.40, and a few prime yearlings went as high as \$9.00. Bulk of the fair to good beeves moved at a spread of \$7.25@7.75, and plainer lots from \$7.00 down.

The market for cows and heifers developed considerable strength and practically all grades of she stock are selling better than a week ago. Best heifers are going at \$7.00@7.60, and best cows at \$6.25@6.75. Fair to good butcher and beef stock is going very largely around \$5.00@6.00, with canners as low as \$2.50@3.50. Veal calves at \$6.50@9.50, have held steady for the week and bulls, stags, etc., at \$3.25@5.75 show no material change.

In spite of fairly liberal supplies of hogs the market has held fairly steady and buyers have been unable to force much of a decline. There is no mistaking the bearish intentions of all classes of buyers, who insist that hogs are selling away out of line with provisions. Pork products refuse to advance and so the buyers say there is nothing to it but that hogs must decline. They all want the light and butcher weight hogs, however, and continue to pay a premium for them, but quality rather than weight determines the price and the fair to good hogs of all weights sell within a comparatively narrow spread.

With 11,000 hogs here today the market ruled steady to strong. Tops brought \$9.70, against \$9.90 last Wednesday, and bulk of the trading was at \$9.40@9.65, as compared with \$9.50@9.80 a week ago.

In the main the market for sheep and lambs has ruled strong, as supplies have been of moderate proportion and demand healthy from all quarters. Fat lambs, woolled, are selling at \$14.50@15.50; clipped lambs, \$12.00@13.35. Fat yearlings are going at \$10.00@13.00, wethers at \$8.00@10.00, and ewes at \$7.25@9.75.

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## ICE AND REFRIGERATION

### ICE NOTES.

Albert Caughey, Belleville, Kan., is going to erect a new ice plant shortly.

D. H. Freeman is planning to erect a new ice and cold storage plant at Bristol, Fla.

The City Point Hygiene Co., Hopewell, Va., has bought the ice plant of the Virginia Ice and Cold Storage Co.

The Diamond Ice and Coal Co., Charleston, W. Va., has been granted a permit to build additions to its plant which will cost about \$30,000.

The Man Ice & Supply Co., Man, W. Va., has been incorporated with a capital of \$25,000 by Okey Chambers, Bennett Russell and Leader Justice.

The Santa Fe Ice & Storage Co., Cleburn, Tex., has been incorporated with a capital of \$60,000 by C. G. Campbell, J. B. Murphy and F. J. Phillips.

The Apex Refrigerating Products Co., Louisville, Ky., has been incorporated with a capital of \$10,000 by H. J. Kline, Richard Fenley and John W. Roll.

Mayor J. A. Bussey, Pablo Beach, Fla., co-operating with the Atlantic & Coal Co., is planning to erect a new ice and cold storage plant in the near future.

The Indiana Ice Dealers' Association held its annual convention recently at the Hotel Severin, Indianapolis, Ind.

The Conway Cotton Oil & Gin Co., Conway, Ark., has bought the ice plant at Conway from J. A. Mode and J. C. Dawson and will install new machinery.

The Jackson County Home for the Aged and Infirm, Little Blue, Mo., will shortly install a \$15,000 refrigeration plant and cooling system and bids are being advertised for.

The Fowler Lake Co., Oconomowoc, Wis., has been incorporated with a capital of \$50,000 by Andrew Fischer, John L. Strange and Carl Fischer, and will carry on an ice business.

The city of Newkirk, Okla., is planning to build a municipal ice plant according to reports. The Citizens' Ice Co., Allentown, Pa., has been incorporated with a capital of \$70,000 by Dr. G. F. Hummel, Benjamin Keck, and Alfred and Joseph Hummel.

Stockholders of the Citizens' Ice & Cold Storage Co., Toledo, O., have elected the following directors for the coming year: Isaac E. Knisely, Charles E. Turner, Geo. W. Sawkins, Thomas J. Marleau and Joseph M. Murphy. These directors have been elected continuously since the organ-

ization of the company 16 years ago with the exception of Charles E. Turner, who succeeded the late Jay K. Secor. Officers of the company are I. E. Knisely, president; J. M. Murphy, vice president; Geo. W. Sawkins, treasurer, and Thomas J. Marleau, secretary.

### RECENT COURT DECISIONS.

(Continued from page 22.)

The higher court in affirming the judgment held that the contract of shipment states the terms and conditions upon which the shipment is accepted, and, being clear and explicit in its terms, these terms must control both parties for all the purposes and incidents of the shipment. The negotiation between the parties and the directions, given by the shipper preceding the execution of the contract and acceptance of it by him, are presumed to have been merged in the contract itself when it assumed its final form. The shipper having accepted the contracts as made cannot therefore assert ignorance as to their contents, and resort to parol evidence of prior negotiations or agreements to vary or alter them. Judgment affirmed.

**Damage by Belt Line Carrier.**—The Court of Civil Appeals of Texas, El Paso, in Lancaster, et al. v. Hollebeke, et al., reported in 235 S. W. 1113, decided Dec. 21, 1921, affirmed a judgment in favor of the shipper.

This was a shipment of horses and colts from Pecos, Tex., to Brandon, Miss., over the line of the Texas & Pacific Ry. Co., the initial carrier to Shreveport, Miss., and then to destination by connecting carriers. Suit was brought against the receivers of the initial carrier for loss and damage to the stock. Judgment was had in favor of the shipper in the sum of \$1,010.00 and the carrier appeals.

The upper court in affirming the judgment held that it is the duty of the carrier to unload livestock at stock yards for feed

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MANUFACTURERS OF ICE AND REFRIGERATING EQUIPMENT—DROP FORGED STEEL VALVES AND FITTINGS—WATER TUBE AND HORIZONTAL RETURN TUBULAR BOILERS—OIL REFINERY EQUIPMENT.



BRANCH OFFICES  
NEW YORK — CHICAGO  
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## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Booklet.

**Henry Bower Chemical Manufacturing Co.,** 29th Street and Gray's Ferry Road, PHILADELPHIA, PA.

**SPECIFY BOWER BRAND ANHYDROUS AMMONIA** which, subject to prior sale, may be obtained from the following:

Atlanta—M. & M. Warehouse Co.  
Baltimore—Werning, Moving, Hauling & Storage Co.; Frank R. Small, 619 Equitable Bldg.  
Boston—G. W. Goerner, 40 Central St.  
Buffalo—Central Supply Co.; Keystone Warehouse Co.  
Chicago—Ernst O. Heinsdorf, Chemical Bldg.  
Cleveland—Curtis Bros. Transfer Co.  
Detroit—Brennan Truck Co.

El Paso—R. E. Huthsteiner, 615 Mills Bldg.  
Jacksonville—Jacksonville Whse. & Distributing Co.  
Mexico, D. F.—Ernst O. Heinsdorf.  
New York—Roessler & Haaslacher Chemical Co., 709 Sixth Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Philadelphia—Henry Bower Chemical Manufacturing Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.  
Providence—Edwin Knowles, 26 Custom House St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Savannah Brokerage Co.  
San Francisco—Mailiard & Schmidel.  
Toledo—Moreton Truck & Storage Co.; G. H. Wedde & Co., 87 Walbridge Ave.  
Washington—Littlefield, Alvord & Co.

and water; if this duty is delegated to a belt line railroad and defective cars are furnished for reloading the stock, it is answerable for an improper discharge of that duty. In the furnishing of defective cars the belt line must be regarded as the agent of the carrier.

### INTERSTATE COMMERCE CASES.

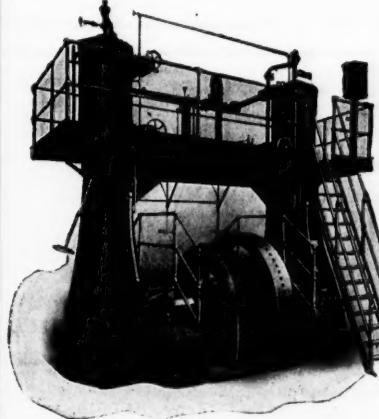
(Continued from page 22.)  
ice rendered by it in unloading such shipments, while, pursuant to section 15, paragraph 5 of the act, performing the service of loading at point of origin and unloading at destinations, such stock shipped to or from public stockyards, without charge, in addition to the line-haul rate, was not violative of the law. He based his recommendation on the fact that the law requires the carriers to load at points of origin and unload at public stockyards without additional charge, but says nothing about unloading, at destination, at points other than public yards.

He recommended that the assessment by the railroads of a charge in addition to the line-haul charge, for unloading and reloading en route, shipments of ordinary livestock destined to private yards adjacent to the complainant's plant, while so unloading and reloading such shipments destined to public yards, he held unduly prejudicial to the complainant and unduly preferential to its competitors whose packing plants are adjacent to public yards. In other words, while the unloading must be done by the carriers only when the stock is going to a public yard, the obligation to unload and re-load while the stock is in transit, is not limited in that way, and an additional charge for unloading and re-loading at an intermediate point may be made only if and when the shipper requests the unloading at an intermediate point, to try the market and then orders re-loading because he did not like that market.

**Rates on Sheep Pelts.**—Examiner John T. Money has recommended a holding in No. 12305, Armour & Co. vs. C. B. & Q., Director-General, et al., that following Swift & Co. vs. Same, 66 I. C. C., 33, it should condemn as unreasonable rates on green salted sheep pelts in straight carloads and on green salted sheep pelts and green salted hides in mixed carloads, from Denver to Chicago. He also recommended reparation. Money said the commission should hold the rates unreasonable to the extent they exceeded 45 cents. The shipments, 45 carloads, involved in this proceeding, moved at various times since Dec. 29, 1916.

**Rates on Fertilizer.**—A finding of unreasonableness and an award of reparation have been made in No. 12311, Swift & Co. vs. Director-General, as agent, opinion No. 7463, 66 I. C. C., 615-6, as to rates on fertilizer in bags, from Cleveland to Minford, O., during federal control. The commission said the rates of 20.5 and 26 cents

## An Ideal Unit for the Packing House



The YORK Semi-Enclosed Vertical Single-Acting Machine with direct Motor Mounting

WHERE electric current is available at a reasonable cost, our Semi-Enclosed Machine, with direct motor mounting, makes a neat, clean and highly economical plant—no belts, no engine or steam lines.

The machine occupies a comparatively small floor space.

All the power developed by the motor is delivered to the crank-shaft of the machine.

These machines are built in sizes from 30 tons refrigerating capacity upwards.

Write for detailed information and prices.

### YORK MANUFACTURING CO.

*Ice Making and Refrigerating Machinery Exclusively*

YORK PENNA.



## JAMISON'S STANDARD TRACK DOOR

A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

May we send you catalog 10?

### Jamison Cold Storage Door Co.

Formerly  
Jones Cold Storage Door Co.

Hagerstown, Maryland U.S.A.

## An Attractive Package Creates Sales

In the window, on the counter or on the shelf of the retail dealer, a distinctive, attractive package will win favor with the customer.



*We will gladly send you samples of our cartons. We maintain a service department for drawing up designs, etc., which is at your disposal.*

Sutherland Cartons are perfect in color, of clear, clean, first quality boxboard. In appearance, strength and serviceability they are unexcelled.

Used by well known manufacturers all over the world for packaging **Bacon, Sausage, Lard, Frankfurts, Compound, Margarine, Butter, Etc.**

**SUTHERLAND PAPER CO., Kalamazoo, Mich.**

Steger Bldg. Chicago

Mutual Bldg. Kansas City, Mo.

530 Pierce Bldg. St. Louis, Mo.

366 Broadway New York City

## LARD CANS PLAIN and LITHOGRAPHED

A HIGH GRADE CAN WITH YOUR BRAND LITHOGRAPHED IN BRIGHT, SHARP COLORS, IS AN ADVERTISEMENT FOR YOUR BUSINESS LONG AFTER THE ORIGINAL CONTENTS HAVE BEEN REMOVED.

**PLATT & CO., Inc. KEY HIGHWAY BALTIMORE, MD.**

**Use UTILOID Meat Labels  
and do away with branding iron  
and rubber stamp.**

### The Ideal Method of Branding

OUR METHOD is quickest and most economical.

OUR METHOD leaves clean and clear brand.

OUR METHOD affords best advertising, as any design may be used.

OUR METHOD has been adopted by a large number of packers, some of whom have been using our labels for several years.

OUR METHOD has been approved by the Dept. of Agriculture.

Write Today for Samples and Quotations.

**CHEMICAL PAPER COMPANY**  
1042 Wisconsin Ave.  
Washington, D. C.

were unreasonable because they exceeded 14 cents prior to June 25, 1918, and 17.5 cents after that date. They were the rates in effect in the opposite direction. The director-general denied the higher rates southbound were unreasonable, but, according to the report, offered no explanation for the maintenance of the lower rates in the opposite direction.

**Rebate on Cattle Caretaker Fares.**—The Western Meat Co., Oakland Meat & Packing Co., and Miller & Lux, Inc., brought complaints before the Railroad Commission recently against the Southern Pacific, Western Pacific, Santa Fe and Northwestern Pacific to recover fare paid by caretakers in care of cattle shipments. Western Meat Co. and Oakland Meat & Packing Co. asked for \$700 reparation and Miller & Lux for \$566.02.

**CERTIFY EXPORTS TO VENEZUELA.**  
In the future, export certificates will be required to accompany meat and products destined to Venezuela, according to a re-

## Prepare for August!

Door troubles and refrigeration losses every August cost you more than Stevenson's

**"Door that cannot stand open"**

—which ends your troubles forever.

*Send for Bulletin 48—tells all about it.*

**Stevenson Cold Storage Door Co.**  
Chester Penna.

cent announcement of the U. S. Bureau of Animal Industry, as the regulations on importation, elaboration, and disposal of foods of that country provide that meat and preparations of meats will be permitted entry only when accompanied by export certificates, properly legalized by the Venezuelan consul at the place of origin or the first port of embarkation.

### MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 25, 1922, with comparisons, as follows:

	Week ending	Week ending
	Mar. 25.	Mar. 18.
Steers, carcasses	6,902	6,686
Cows, carcasses	747	768
Bulls, carcasses	129	209
Veal, carcasses	12,907	12,651
Lamb, carcasses	23,863	18,420
Mutton, carcasses	5,300	4,895
Pork, pounds	762,228	869,190
Local slaughter, Federal inspection:		
Cattle	9,988	9,985
Calves	13,502	13,208
Hogs	47,874	44,058
Sheep	32,289	31,295

### MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 25, 1922, with comparisons:

	Week ending	Week ending
	Mar. 25.	Mar. 18.
Western dressed meats:		
Steers, carcasses	2,484 1/2	2,616
Cows, carcasses	1,538	1,030 1/2
Bulls, carcasses	62	73
Veal, carcasses	1,292 1/2	948
Lambs, carcasses	10,155	8,006
Mutton, carcasses	151	77
Pork, lbs.	216,614	104,656
Local slaughter:		
Cattle	1,352	1,350
Calves	3,978	4,918
Hogs	12,373	12,801
Sheep	4,163	4,330

### MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 25, 1922, with comparisons:

	Week ending	Week ending
	Mar. 25.	Mar. 18.
Western dressed meats:		
Steers, carcasses	2,401	2,168
Cows, carcasses	407	733
Bulls, carcasses	57	136
Veal, carcasses	1,750	1,636
Lambs, carcasses	5,750	5,611
Mutton, carcasses	965	1,264
Pork, lbs.	627,272	548,024
Local slaughter:		
Cattle	2,586	2,235
Calves	2,599	2,236
Hogs	4,650	17,618
Sheep	17,372	4,231

**Freezer and Cooler Rooms for the Meat and Provision Trade**  
Specialists in **CORK INSULATION** Details and Specifications on request  
29 Cortlandt St. Morrow Insulating Co., Inc. NEW YORK

Headquarters for  
Packers Genuine Vegetable Parchment and Waxed Papers

**Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.**

# FOR PURCHASING DEPARTMENTS

## RANDALL PACKING MACHINERY.

Recent sales and installations of refrigerating machines, sausage machines and general equipment for pork packers and sausage makers are reported by R. T. Randall & Company, 331-333 North Second street, Philadelphia, Pa., as follows:

Allbright-Nell Co., Chicago, Ill., have ordered for export one 400-lb. air stuffer.

D. F. Lorenz, Brooklyn, N. Y., one 100-lb. air stuffer; one 200-lb. air stuffer.

E. W. Reese & Sons, Hazleton, W. Va., one S. H. 66 Enterprise, one S. H. 100-lb. air stuffer, one S. H. 32-in. Buffalo, one S. H. Boss mixer, sausage trees, trucks.

T. L. Krein, Philadelphia, Pa., No. 2222 showcase, Yosemite refrigerator and counter in white finish.

J. Eberwein, Pittsfield, Mass., one 200-lb. air stuffer.

L. W. Weissinger, Pottsville, Pa., one No. 150-D Sanders.

Valley Forge Stock Farm, Wayne, Pa., one Barringer lard cutter.

C. J. C. Wenzel, Tamaqua, Pa., one 15 H.P. boiler.

Rhode Market, Johnston, Pa., one 38-in. Buffalo motor driven silent cutter, one Coles meat grinder, 1 H.P.

New Haven, Prov. Co., New Haven, Conn., one 200-lb. air stuffer and shelf outfit complete.

Smith Supply & Equipment Co., Buffalo, N. Y., one 200-lb. air stuffer.

Jesse Jacobs, Dayton, O., one 100-lb. air stuffer complete and tank.

Roman Antkowski, Milwaukee, Wis., one 100-lb. air stuffer and bench outfit.

Max Gordon, Nanticoke, Pa., B-501 refrigerator, 8 ft., No. 2222 showcase, two blocks, No. 8622 Enterprise, 10 ft. rack.

H. E. Swalm, Walnutport, Pa., one B-117 refrigerator, one B-152 showcase and base, one rack, one beam scale, two blocks, one Barnes scale, one cash register, one Victor slicer, one No. 8622 Enterprise.

P. Iredell, Woodstown, N. J., one No. 35 refrigerator, block and scale.

C. Trapani, Berwick, one B-117 refrigerator, one No. 202 counter and glass protection, one rack, scales, etc.

S. Longenecker, Reading, Pa., one No. 35 refrigerator.

Bronx Pkg. Co., New York City, one 400-lb. air stuffer.

S. Haydu & Sons, Newark, N. J., one 300-lb. air stuffer and shelf outfit.

E. Suter Co., Providence, R. I., one No. 215G gas oven.

Roberts & Oake of New England, Providence, R. I., fifty No. 4 ham boilers.

D. F. Lorenz, Brooklyn, N. Y., three 200-lb. air stuffers.

Consolidated Beef & Provision Co., Baltimore, Md., one 200-lb. air stuffer.

J. Rajkowski, Mahanoy City, Pa., one 1-ton ice machine installation.

R. Wilson, Hagerstown, Md., one 10-ft. E-152 showcase.

Fromm Bros., Rochester, N. Y., one 200-lb. air stuffer.

Adrian Lee's Sons, Utica, N. Y., one 1,000-lb. Buffalo motor drive mixer, one 200-lb. air stuffer and bench outfit, one stuffing table.

C. Schmidt Co., Cincinnati, O., two improved Manhattan stuffers.

Chas. Brandt, New York City, one 27-in. Buffalo motor drive silent cutter.

Taylor Pkg. Co., Atlantic City, N. J., one 600-lb. Superior motor drive mixer.

Peter Wolfe, Wilkes-Barre, Pa., one refrigerator, one No. 2222 showcase, one 2-ton ice machine.

E. Ferst, Johnstown, Pa., one B-117 refrigerator, one B-152 case and base, one Barnes scale, one meat rack.

A. C. Roberts, Kimberton, one Sanders chopper.

F. L. Winner, Lock Haven, Pa., tracking installation.

Geo. Wackes Dairy, Philadelphia, Pa., one 4-ton ice machine.

Arbogast & Bastian, Allentown, Pa., one 43-in. Buffalo silent cutter and motor.

California Casing Co., San Francisco, Cal., one 200-lb. air stuffer and bench outfit, one improved Manhattan stuffer.

Greenwald Pkg. Co., Baltimore, Md., one 150D motor driven Sanders, one 200-lb. air stuffer, one 125-gal. scrapple stirrer and kettle, one stuffing table, one No. 12 ice crusher.

Billman & Stegmaier Dairy, Tamaqua, Pa., one 2-ton ice machine.

Cudahy Packing Co., Cudahy, Wis., one No. 3 Superior motor driven mixer.

Stern Truxx Co., Albany, N. Y., one 200-lb. air stuffer and bench outfit, one stuffing table.

J. P. Maxwell, Binghamton, N. Y., one stuffing table.

Taunton Sausage Co., Taunton, Mass., one No. 62 Enterprise (S. H.), one 275-lb. mixer (S. H.), one 100-lb. stuffer (S. H.).

Conron Bros., New York City, Davidson & Son, New Bedford, Mass., Handschumacher Co., Boston, Mass., Loeffler Pkg. Co., Washington, D. C., Fred Mock, Albany, N. Y., one bbl. special pork seasoning each.

Boose & Merrill, Meyersdale, Pa., one 10-ft. B-152 showcase.

E. L. Donges, Meyersdale, Pa., two B-152 show cases, each 9 ft. long.

## YORK MANUFACTURING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

Houston Packing Co., Houston, Tex., have added to the York refrigerating equipment in their plant a 250-ton vertical single-acting York high speed semi-enclosed refrigerating machine, direct connected to a uniflow engine, and a 24-in. x 7 ft. high pressure oil separator.

W. H. Butt, meat market, Seattle, Wash., a 1 1/4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

City Dressed Beef Co., meat market, 145 Linden avenue, Bridgeport, Conn., one 8-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Kingan & Co., Pittsburgh, Pa., have added to the York refrigerating equipment in their wholesale provision market one York 20-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Joseph Fassel & Sons, meat packers, 3163 Iowa avenue, St. Louis, Mo., one 3-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Devold Bros., meat market, Zanesville, O., one 8-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Henry Meyer's Sons, packing house, 2855 Sidney avenue, Cincinnati, O., one 10-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Peter Merkle, Jr., meat market, Lockland, O., a 1 1/2-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Port Huron Sausage & Provision Co., Port Huron, Mich., one 10-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Bailey & Haas, meat market, Oberlin, O., one 4-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Chas. M. Kroh, meat market, Cleveland, O., one 2-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Wade Brothers, meat market, Sweetwater, Tex., one 3-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Carl H. Gleichert, meat market, Altoona, Pa., one 2-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

J. G. Kloses, meat market, 3496 Broadway, New York, N. Y., one 2-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

G. H. Fort, meat market, Bell, Calif., a 1 1/4-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Frank Jaworski, sausage manufacturer, 10015 Jos. Campau avenue, Detroit, Mich., one 15-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Miller's meat market, Saginaw, Mich., one 2-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Port Arthur Grain Co., wholesale grocers and meat dealers, Port Arthur, Tex., one 4 1/4-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Kohn & Levin, meat market, 1109 Bryant avenue, North Minneapolis, Minn., one 5-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Walter M. Ducker, meat market, Columbiaville, Mich., one 3-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Fred Heise, meat market, Faribault, Minn., one 3-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

People's Cash Market, meat market, Park Rapids, Minn., one 3-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

C. M. Furry, meat market, Altoona, Pa., one 2-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

McCann & Co., produce markets, Pittsburgh, Pa., one 20-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Haas & Strampe, meat market, Reedsburg, Wis., one 5-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

C. R. Flink, meat market, Wadsworth, Minn., one 5-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

George F. Ballenberger & Son, Adrian, Mich., have added to the York refrigerating equipment in their meat market one York 5-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

## HIGHEST QUALITY-LOWEST PRICE

**INK**  
MEAT BRANDING  
HAY INK MFG. CO.  
826-13th. St. Washington, D.C.

# Chicago Section

E. A. Wolf of the Wolff company, Buffalo, N. Y., has been in Chicago this week.

H. H. Sims of the H. H. Sims Co., Memphis, Tenn., was a recent visitor in Chicago.

R. A. Rath of the Rath Packing Co., Waterloo, Ia., was in Chicago this week for a short visit.

L. D. H. Weld, manager, commercial research department, Swift & Company, is in New York for a few days.

Oscar G. Mayer is enjoying a little relaxation at Hot Springs, Ark., after a winter of high-pressure trade activities.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 28,060 cattle, 67,322 hogs, and 32,584 sheep.

Fred R. Burrows, president of the G. H. Hammond Company, returned this week with Mrs. Burrows from a visit of several weeks to the South.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, March 25, 1922, for shipment sold out, ranged from 8.00 cents to 16.00 cents per pound; average 11.77 cents per pound.

Director W. W. Woods of the Bureau of Public Relations of the Institute of American Meat Packers was in Pittsburgh this week at the organization of the new meat council there and was much pleased at the enthusiastic send-off the council received.

Provision shipments from Chicago for the week ending Saturday, March 25, 1922, were as follows:

	Last week.	Previous week.	Last year.
Cured meats	13,101,000	12,175,000	22,228,000
Lard	6,428,000	6,012,000	16,382,000
Fresh meats	33,538,000	21,560,000	41,432,000
Pork	5,116	5,401	7,676
Can meats	10,475	12,175	4,998

Receipts for the week: Cured meats, 396,000 lbs.; fresh meats, 6,854,000 lbs.; lard, 2,453,000 lbs.; pork, none.

In a recent issue an item appeared to

**C. W. Riley, Jr.**  
**BROKER**  
2109 Union Central Bldg., Cincinnati, Ohio  
**Provisions, Oils, Greases & Tallow**  
**Offerings Solicited**

**H. C. GARDNER**      **F. A. LINDBERG**  
**GARDNER & LINDBERG**  
**ENGINEERS**  
Mechanical, Electrical, Architectural  
**SPECIALTIES:** Packing Plants, Cold Storage,  
Manufacturing Plants, Power Instal-  
lations, Investigations  
1134 Marquette Bldg.      CHICAGO

**M. P. BURT & COMPANY**  
**Engineers & Architects**  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years' Ex-  
perience. Lower Construction Cost. Higher  
Efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill.  
Cable Address, Pacarco

the effect that John M. Claire was to become connected with the meat cannning department of the Independent Packing Co. This was an error, and did not refer to John M. Clair, who is vice-president and a director of the Acme-Indian Packing Co., Green Bay, Wis., and has always been connected with the executive end of the packing business as a stock and bond holder.

Joe Ilg—name sounds familiar?—was host to about 50 packinghouse men at the annual dinner of the Chicago Fishermen's Club at the Auditorium Hotel on the evening of March 25. Joe is considerable host. He had a special suite of rooms and kept "open house" from the time the boys left the Yards in the afternoon until the early morning hours. One of the features of the evening was the organization of the "Bear Skull Club." There's only one Joe Ilg.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 30, 1922, are reported to The National Provisioner as follows:

Armour & Co.	8,600
Anglo-American Provision Co.	6,100
Swift & Co.	9,300
G. H. Hammond & Co.	4,600
Morris & Co.	8,700
Wilson & Co.	6,300
Boyd-Lunham & Co.	5,300
Western Pkg. & Prov. Co.	10,800
Roberts & Oakes	4,000
Miller & Hart	3,300
Independent Packing Co.	5,400
Brennan Packing Co.	5,300
Wm. Davies Co.	2,000
Others	8,000
Total	87,700

## CHICAGO LIVESTOCK MARKETS.

(Continued from page 39.)

peared. While well finished light and heavyweight lambs have had the call from killers and this condition is likely to become more pronounced during the next two weeks.

**Fred J. Anders**      **Chas. H. Reimers**  
**Anders & Reimers**  
ARCHITECTS  
ENGINEERS  
314 Erie Bldg.  
Cleveland, O.      Packing House  
Specialists

**H. P. Henschien**      **R. J. McLaren**  
**HENSCHIEN & McLAREN**  
Architects  
1637 Prairie Ave.      Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

**THE STADLER ENGINEERING CO.**  
Architects and Engineers  
We Specialize in Packing Plant Construction  
Cold Storage and Garbage Reduction Plants  
820 Exchange Ave.      CHICAGO      U. S. Yards

Top for the four-day period on wooled lambs was \$16.10, scored Tuesday. Most of the fat lambs in fleece have sold from \$15.00@15.75, good to choice grades largely from \$15.50 up, with some 100 to 110-lb. and heavier stock thrown out of loads and appraised at \$14.00 down. Lambs in fleece weighing up to 85 to 90 lbs. have sold with little or no price discrimination, due to their weights, owing partially to the extreme scarcity of finished lighter weights. Best fresh shorn lambs have sold up to \$13.50, with some winter shorn stock as high as \$14.00, while a string of 90-lb. clippers today went at \$12.50. Spread between wooled and shorn stock has narrowed slightly, attributed to a little slowness of late in the wool trade.

Best heavyweight wooled yearling wethers available sold at \$14.25, while several shipments of Texas-fed shorn yearlings and twos went at \$11.75 and some today at \$12.00. Colorado-fed shorn wethers reached \$10.00, some today making \$10.25, while choice 142-lb. wethers with wet fleeces today sold at \$11.00@11.25. A few handy wooled ewes sold up to \$10.00 and shorn ewes reached \$9.00.

## MILWAUKEE SAUSAGE CAMPAIGN.

(Continued from page 21.)  
aid of posters, recipe leaflets and statements in the newspapers, just how good a food sausage really is, and will suggest to the housewife new and tasty ways of preparing it. The manufacturers will do their part to make sausage so good that your customers will come back and keep on coming back for more. Thus it is hoped to induce people to eat sausage, or to eat more of it than has been their custom.

But, you, Mr. Retailer, must do your part. The campaign will benefit you in proportion to the co-operation you give. To sell sausage you must think sausage, talk sausage, display sausage.

This campaign is going to sell a lot of sausage for someone—you, or the butcher in the next block, or the delicatessen man next door. With a little thought and a little effort on your part, you can make sure of your share of the new business.

Remember the date—Jan. 23rd—resolve

## Frank D. Chase, Inc.

Architects & Engineers

Layout and design of  
economical and effi-  
cient packing and cold  
storage plants

645 N. Michigan Ave.      CHICAGO

## LEON DASHEW

Counselor At Law

15 Park Row      New York

### References

Armour & Company The Cudahy Packing Co.	Joseph Stern & Sons, Inc.
Austin Nichols & Co.	Manhattan Veal & Mutton Co.
New York Butchers Dressed Meat Co.	United Dressed Beef Co.

to get a good share of this new business, and watch for the next letter which will outline the campaign to you in detail.

Very truly yours,  
Meat Council of Milwaukee.  
JOS. F. SENG, Pres.

**Prizes for Sausage Recipes.**

At the end of the first week and the close of the Sausage Recipe Contest, the prize winners in the contest were announced. There were ten prizes, each one being ten pounds of sausage. These 100 pounds of sausage to be distributed in prizes were contributed by the following manufacturers of sausage: Fred Lins; Milwaukee Sausage Co.; Armour & Co., Frank & Co., and Cudahy Brothers Co.

To make the contest of a high standard a committee of experts was elected to act as judges as follows: Mrs. Simon Kander, editor of the Settlement Cook Book; Miss Susan F. West, head of the domestic science department of Milwaukee-Downer School, and Rudolph Boemer, chef of the Hotel Pfister. The judges picked the ten best recipes submitted, and to the sender of each one awarded ten pounds of sausage.

The successful recipes, as selected by the judges, showed a high standard of culinary excellence, as can be seen by the reprints of the prize-winning recipes given in this issue.

**Funds for the Campaign.**

Chairman Hertz stated that in order to carry on the campaign voluntary contributions were made by the individual members of the Meat Council, sausage makers and packers. The funds were then placed at the disposal of the special sausage committee, and they were told to go ahead.

The newspapers were of still further assistance through direct advertisements. At the end of the first week a full-page advertisement was placed in the local papers, pointing out the fact that high grade sausage was rich in protein which are absolutely necessary as body-builders, and concluding with the statement that sausage is wholesome, nutritious and inexpensive.

**All Sausage Meat Inspected.**

This was, in fact, the watchword of the whole campaign. In planning with the cooperation of the sausage makers of Milwaukee the scope of the campaign Chairman Carl L. Hertz summed it all up in this way in a published interview read by the consuming public:

Only the very choicest of meats are used in making the sausage of today. Then, too, it has as much if not more food value than any of the choicest cuts of meat and it lends itself to a greater variety of uses than does meat.

Milwaukee sausage makers are going to turn out the best product that sausage making science can conceive during the campaign and we hope to convince all users of meat that they can not go wrong by using more sausage.

**Frankfurter Week.**

Each week a special letter of the same trend as those used in Chicago, was sent out, giving the methods which would bring success. For example, for increasing the frankfurter trade it was suggested to the retailers by the committee that they should:

1. Leave up the large hangers which we previously sent you for interior display. It applies to sausage in general.
2. Put up in a conspicuous place on your window the enclosed window strip urging the public to buy FRANKFURTS today.
3. Make a FRANKFURT Window, displaying FRANKFURTS as temptingly, as appetizingly and as conspicuously as possible. Try to outdo your neighbor on this.

If you have a number of windows, put only FRANKFURTS in one and a variety of sausage in another.

4. Distribute the enclosed FRANKFURT Recipe Slips to your customers. Talk sausage to them—especially FRANKFURTS.

5. Have FRANKFURTS on display inside of your store as well as in the show windows.

6. Buy sausage of UNDOUBTED QUALITY. Put your margin as low as you consistently can, and drive for big volume.

**Liver Sausage Boosted.**

The final week was devoted to liver sausage and, in spite of the fact that the public after three weeks of advertising was in a receptive mood, the same careful methods were put into effect.

Here is what the Sausage Committee, as had the Chicago Committee, said to each enterprising retailer:

February 10, 1922.

**Fellow Retailer:**

Just one week more to go; the four-week "EAT MORE SAUSAGE CAMPAIGN" will have passed into history. Receiving favorable reports from all quarters and from retailers who have availed themselves of this opportunity and connected their sales talk, prominently displayed counter and wall signs furnished, religiously doled out sausage recipes to those consumers they felt would be interested, displayed on their doors and windows streamers, "BUY SAUSAGE TODAY," and who have joined with us in our endeavor to make for greater consumers' acceptance, thereby increasing your sausage sales.

It is not too late, and if you are one of those who have not benefited from this campaign, to participate! It is an admitted fact that it pays to advertise and here is an opportunity for you to get yours while the going is good and without one cent cost to you. Let us tell you how.

Next week, beginning February 13, has been designated "LIVER SAUSAGE WEEK." This should be the big week of the campaign. Liver sausage has always been a popular food item with the discriminating Milwaukee consumer. We already have three weeks of advertising leading up to this big week. The public are in a receptive mood for sausage acceptance. Let's put this final week over in big league form. Here are a few suggestions how you can lend your bit to make this possible and increase your liver sausage business:

1. Paste on your front door or window the gummed edge streamer inclosed herein inviting the public to "BUY LIVER SAUSAGE TODAY."

2. Leave up the cardboard counter and wall signs previously furnished.

3. Prominently display on your counter and in your show windows, if you have them, LIVER SAUSAGE—make your display ATTRACTIVE and INVITING.

4. Carry an assortment of Braunschweiger, Smoked Liver Sausage and Fresh Liver Sausage. Avoid overbuying. Keep your stock fresh. Rather buy in small quantities and buy often.

5. Make your prices right, add a nominal profit, but do not make it prohibitive. The surest way to increase sausage sales is

through right price, fresh product and to purchase only the best quality Liver Sausage obtainable. The quality will be remembered long after the price has been forgotten!

This being the final week of the campaign I want to take this opportunity to thank you for the co-operation you have extended us in making this campaign a success. Our one big thought paramount in this campaign was to make for increased sausage sales, a better understanding and co-operative spirit and more business for you. The good obtained is immeasurable, we feel that the purpose has been accomplished and want to again heartily thank you in full appreciation of your co-operative efforts.

Very truly yours,  
Meat Council of Milwaukee.  
JOS. F. SENG, Pres.

**Other Successful Features.**

In widening the campaign to take in all possible forms of publicity the individual sausage makers ran store demonstrations, as for example, one leading sausage manufacturer who had a demonstration, "How to Serve Sausage Hot." Some retailers had these demonstrations also. President Seng and others arranged to have theirs on Mondays and Fridays, so that one demonstration of each sausage would come at the beginning of the week, during which it was to be featured, and the other near the end, in order to clinch the matter in the minds of the consumers.

The sausage manufacturers also helped the retailers by sending along salesmen to give suggestions in window dressing on special days, and in that way covering in systematic fashion the customers of each sausage factory.

As was the case in the Chicago campaign, cards containing recipes for preparing and cooking sausage to be featured, and window streamers were printed by the committee, and were sent to the retailers free of charge, accompanied by a letter from a retailer. The cards were very popular in Milwaukee.

**Examples of Campaign Success.**

The results of the effort were very gratifying to the committee. The campaign was a short one, and might well have been lengthened to eight weeks or three months. The campaign came at a time when there was a naturally poor demand in Milwaukee for sausage, due to the season of the year and the fact that there were 45,000 less men employed in the city than normally. Yet in spite of these handicaps, reports from every side indicated that the campaign had done a lot of good.

For example, one small retailer stated that he had sold more than 500 one-pound cartons of fresh pork sausage in the one week of that campaign. A packing company, Layton & Co., actually doubled their sales of pork sausage. The same success was set forth by Mr. Seng, who was much pleased with the results on head cheese and pork sausage sales.

And it is felt that with the wide educational campaign through the local press, as well as through the cards and posters and recipes which were used by the individual retailers, the results of the campaign will be permanent, a sound basis for further efforts along the same line.

**Thomson & Taylor Company**  
**Recleaned Whole and Ground**  
**Spices for Meat Packers**  
CHICAGO, ILLINOIS

**EMIL KOHN, Inc.** Office and Warehouse:  
337 to 347 East 44th Street  
NEW YORK, N. Y.

**Calfskins**

Ship us a small Consignment and see how much better you can do. Results Talk! Information gladly furnished.

## CHICAGO PROVISION MARKET

Range of Prices.				
SATURDAY, MARCH 25, 1922.				
Open.	High.	Low.	Close.	
PORK—(Per bbl.)—				
May	\$.....	\$.....	\$19.05	
LARD—(Per 100 lbs.)—				
May	11.10	11.10	10.92 1/2	10.92 1/2
July	11.25	11.30	11.17 1/2	11.17 1/2
RIBS—(Boxed 25c more than loose)—				
May	11.02 1/2	11.02 1/2	10.80	10.80
July	10.62 1/2	10.62 1/2	10.32 1/2	10.32 1/2

MONDAY, MARCH 27, 1922.

MONDAY, MARCH 27, 1922.				
Open.	High.	Low.	Close.	
PORK—(Per bbl.)—				
May	18.80	18.80	18.75	18.75
LARD—(Per 100 lbs.)—				
May	10.77 1/2	10.82 1/2	10.75	10.82 1/2
July	11.15	11.15	10.97 1/2	11.05
Sept.	11.25	11.25	11.25	11.25
RIBS—(Boxed 25c more than loose)—				
May	.....	.....	10.85	
July	.....	.....	10.30	

TUESDAY, MARCH 28, 1922.

TUESDAY, MARCH 28, 1922.				
Open.	High.	Low.	Close.	
PORK—(Per bbl.)—				
May	.....	.....	18.75	
LARD—(Per 100 lbs.)—				
May	10.90	10.92 1/2	10.87 1/2	10.87 1/2
July	11.10	11.15	11.10	11.10
Sept.	11.30	11.40	11.30	11.32 1/2
RIBS—(Boxed 25c more than loose)—				
May	10.85	10.87 1/2	10.85	10.87 1/2
July	.....	.....	10.37 1/2	

WEDNESDAY, MARCH 29, 1922.

WEDNESDAY, MARCH 29, 1922.				
Open.	High.	Low.	Close.	
PORK—(Per bbl.)—				
May	.....	.....	18.75	
LARD—(Per 100 lbs.)—				
May	10.85	10.85	10.77 1/2	10.77 1/2
July	11.10	11.10	11.00	11.00
Sept.	11.30	11.32 1/2	11.20	11.20
RIBS—(Boxed 25c more than loose)—				
May	.....	.....	10.72 1/2	
July	.....	.....	10.17 1/2	

THURSDAY, MARCH 30, 1922.

THURSDAY, MARCH 30, 1922.				
Open.	High.	Low.	Close.	
PORK—(Per bbl.)—				
May	.....	.....	18.75	
LARD—(Per 100 lbs.)—				
March	10.70	10.70	10.50	10.50
May	10.80	10.82 1/2	10.60	10.60
July	11.05	11.07 1/2	10.85	10.85
Sept.	11.25	11.30	11.10	11.12 1/2
RIBS—(Boxed 25c more than loose)—				
May	10.77 1/2	10.77 1/2	10.77 1/2	10.77 1/2
July	.....	.....	10.27 1/2	

FRIDAY, MARCH 31, 1922.

FRIDAY, MARCH 31, 1922.				
Open.	High.	Low.	Close.	
PORK—(Per bbl.)—				
May	.....	.....	18.75	
LARD—(Per 100 lbs.)—				
March	10.40	10.40	10.37 1/2	10.37 1/2
May	10.50	10.55	10.47 1/2	10.47 1/2
July	10.85	10.85	10.72 1/2	10.72 1/2
Sept.	11.00	11.00	10.97 1/2	10.97 1/2
RIBS—(Boxed 25c more than loose)—				
May	10.67 1/2	10.67 1/2	10.65	10.65
July	10.17 1/2	10.17 1/2	10.15	10.15

## CHICAGO LIVESTOCK.

RECEIPTS.				
Cattle.	Calves.	Hogs.	Sheep.	
Monday, March 20...	13,923	2,204	37,599	15,366
Tuesday, March 21...	7,950	5,313	16,273	10,849
Wednesday, Mar. 22...	10,871	1,522	13,414	22,378
Thursday, March 23...	14,298	8,216	23,760	11,366
Friday, March 24...	4,650	949	19,306	7,513
Saturday, March 25...	1,000	200	4,500	5,000
Total for week...	52,802	18,704	114,851	72,472
Previous week...	52,089	19,699	150,189	68,417
Year ago...	44,551	18,101	93,870	82,546
Two years ago...	64,402	27,155	166,834	45,903

## SHIPMENTS.

Cattle.	Calves.	Hogs.	Sheep.	
Monday, March 20...	3,915	158	9,088	3,051
Tuesday, March 21...	2,489	210	2,882	4,799
Wednesday, Mar. 22...	3,815	52	4,762	5,166
Thursday, March 23...	4,493	93	6,578	7,247
Friday, March 24...	3,140	16	9,117	3,581
Saturday, March 25...	500	...	1,500	...

Total for week...	18,352	529	33,927	23,844
Previous week...	21,449	1,000	31,052	20,487
Year ago...	17,824	865	39,823	23,021
Two years ago...	19,627	874	37,562	10,004
Total receipts at Chicago for year to March 25 and corresponding period of 1921:	1922.	1921.	1922.	1921.

Total receipts of hogs at eleven markets:

Week.	Year to date.
Week ending March 25...	421,000
Previous week...	487,000
Year ago...	387,000
Two years ago...	807,000
Cor. week, 1920...	353,000
Cor. week, 1921...	8,496,000
1922...	192,000
1923...	554,000
1924...	134,000
1925...	182,000
1926...	152,000
1927...	627,000
1928...	171,000
1929...	455,000
1930...	212,000
1931...	143,000
1932...	376,000
1933...	161,000

Combined receipts at seven points for week ending March 25, 1922, with comparisons:

Cattle.	Hogs.	Sheep.
1922...	2,424,000	5,632,000
1923...	2,984,000	2,232,000
1924...	1,985,000	6,404,000
1925...	2,377,000	6,865,000
1926...	2,629,000	8,157,000
1927...	2,632,000	7,585,000
1928...	2,158,000	7,195,000
1929...	1,887,000	7,786,000
1930...	1,547,000	2,475,000
1931...	2,222,000	2,580,000

Chicago packers' hog slaughter for week ending March 25, 1922.

March 25, 1922.

Armour &amp; Co.

Anglo-American.

Swift &amp; Co.

Hammond Co.

Morris &amp; Co.

Boyd-Lunham.

Western Packing Co.

Roberts &amp; Co.

Anglo-American.

Swift &amp; Co.

Hammond Co.

Morris &amp; Co.

Boyd-Lunham.

Western Packing Co.

Miller &amp; Co.

Independent Packing Co.

Brennan Packing Co.

Wm. Davies Co.

Others.

Total.

94,900

Send for Catalogue T. B.

American Process Co.

68 William St. - - - New York

## DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone

Fertilizer, all Animal and

Vegetable Matter. Installed

in the largest packing-houses,

fertilizer and fish reduction

plants in the world. Material

carried in stock for standard

sizes.

Send for Catalogue T. B.

American Process Co.

68 William St. - - - New York

This Is Your Business

To investigate dependable rendering equipment,  
which tends to better service

C. H. A. WANNENWETSCH &amp; CO., 560 William St., BUFFALO, N. Y.

J. S. HOFFMAN COMPANY, Inc.

EXPORTERS - IMPORTERS

CHEESE - SAUSAGE - CANNED MEATS

CHICAGO NEW YORK

WE HAVE BUILT OUR REPUTATION ON: QUALITY AND PRICE

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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending	Cor. week	
Prime native steers.....	15 @16	17 @20	
Good native steers.....	14 @15	16 @17	
Medium steers.....	12 @14	15 @16	
Heifers, good.....	11 1/2 @15	13 @16	
Cows.....	8 @11 1/2	11 @15	
Hind quarters, choice.....	21 @22	22 @23	
Fore quarters, choice.....	10 @13	13 @14	

## Beef Cuts.

Steer Loins, No. 1.....	@30	@35
Steer Loins, No. 2.....	28	32
Steer Short Loins, No. 1.....	33	42
Steer Short Loins, No. 2.....	36	40
Steer Loin Ends (hips).....	22	29
Steer Loin Ends, No. 2.....	21	28
Cow Loins.....	17	20
Cow Short Loins.....	18 @26	26 @30
Cow Loin Ends (hips).....	10 @15	18 @21
Steer Ribs, No. 1.....	22	26
Steer Ribs, No. 2.....	20	24
Cow Ribs, No. 1.....	17	20
Cow Ribs, No. 2.....	16	18
Steer Rounds, No. 1.....	14	17
Steer Rounds, No. 2.....	13 1/2	16
Steer Chuck, No. 1.....	10 @12	12 @14
Steer Chuck, No. 2.....	11 1/2 @13	14 @15
Cow Rounds.....	8 @9	10 @10
Cow Chucks.....	8 @9	10 @10
Steer Plates.....	8	11
Medium Plates.....	7 1/2	9
Briskets, No. 1.....	16	20
Briskets, No. 2.....	12	15
Steer Navel Ends.....	5	8
Cow Naval Ends.....	4	5 1/2 @ 6 1/2
Fore Shanks.....	4 @ 4 1/2	7 @ 7
Hind Shanks.....	4	6
Rolls.....	20	25
Strip Loins, No. 1, boneless.....	50	55
Strip Loins, No. 2.....	45	45
Strip Loins, No. 3.....	42	42
Sirloin Butts, No. 1.....	25	40
Sirloin Butts, No. 2.....	20	32
Sirloin Butts, No. 3.....	15	28
Beef Tenderloins, No. 1.....	70	75
Beef Tenderloins, No. 2.....	60	65
Rump Butts.....	17	25
Flank Steaks.....	20	25
Boneless Chucks.....	9	10 1/2
Shoulder Clods.....	15	18
Hanging Tenderloins.....	8	14
Trimmings.....	8	8 @ 14

## Beef Product.

Brains, per lb.....	7 @10	8 @10
Hearts.....	4 @ 5	6 @ 8
Tongues.....	25 @30	30 @30
Sweetbreads.....	26 @30	34 @40
Ox-Tail, per lb.....	7 @10	8 @11
Fresh Tripe, plain.....	4	5
Fresh Tripe, H. C.....	5	6 1/2
Livers.....	8 % @10	10 @12
Kidneys, per lb.....	8	11

## Veal.

Choice Carcass.....	15 @16	16 @18
Good Carcass.....	10 @14 1/2	10 @15
Good Saddles.....	22 @24	27 @30
Good Packs.....	10 @14	8 @14
Medium Backs.....	8 @10	7 @ 8

## Veal Product.

Brains, each.....	9 @10	8 @10
Sweetbreads.....	55 @56	43 @50
Calf Livers.....	31 @35	38 @42

## Lamb.

Choice Lambs.....	29 @30	32 @22
Medium Lambs.....	27 @28	20 @20
Choice Saddles.....	31 @32	31 @31
Medium Saddles.....	29 @30	28 @28
Choice Fore.....	24	12
Medium Fore.....	23	10 @10
Lamb Fries, per lb.....	22 @24	30 @30
Lamb Tongues, each.....	18 @18	20 @20
Lamb Kidneys, per lb.....	25	23 @23

## Mutton.

Heavy Sheep.....	@15	@13
Light Sheep.....	20	15
Heavy Saddles.....	20	16
Light Saddles.....	24	22
Heavy Fore.....	10	8
Light Fore.....	9	6
Mutton Legs.....	27	26
Mutton Loin.....	22	15
Mutton Stew.....	10	5
Sheep Tongues, each.....	18	18
Sheep Heads, each.....	10	12

## Fresh Pork, Etc.

Dressed Hogs.....	@12 1/2	@14
Pork Loins.....	23	28
Leaf Lard.....	11	12 1/2
Tenderloin.....	57	67
Spare Ribs.....	11	15
Butts.....	17	19
Hocks.....	15	13
Trimmings.....	18 1/2	11
Extra lean trimmings.....	18 1/2	15
Tails.....	10	10
Snouts.....	5	4 1/2
Pigs' Feet.....	4 1/2	4 1/2
Pigs' Heads.....	7	9
Blade Bones.....	9	9
Blade Meat.....	11 1/2	12
Cheek Meat.....	7 1/2	6 1/2
Hog Livers, per lb.....	5 @ 5	4 @ 6
Neck Bones.....	3 1/2	4
Skinned Shoulders.....	15	15
Pork Hearts.....	4 1/2	5
Pork Kidneys, per lb.....	5	6
Pork Tongues.....	15	14
Skip Bones.....	9	8
Tail Bones.....	8	10
Brains.....	9	10
Back fat.....	12 1/2	12
Hams.....	24	25
Calas.....	14	14
Bellies.....	14	19

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@22
Country style sausage, fresh, in link.....	@15
Country style sausage, fresh, in bulk.....	@14
Mixed sausage, fresh.....	17
Frankfurts in pork casings.....	13
Frankfurts in sheep casings.....	15
Bologna in beef bungs, choice.....	14
Bologna in beef middles, choice.....	13 1/2
Bologna in cloth, paraffined, choice.....	14
Liver sausage in hog bungs.....	16
Liver sausage in beef rounds.....	10
Head cheese.....	11
New England luncheon specialty.....	22
Alberta luncheon specialty.....	16
Mixed luncheon specialty.....	14
Tongue sausage.....	17
Blood sausage.....	12
Polish sausage.....	14
Souse.....	14
Jellied beef tongue.....	45
Jellied pork tongue.....	29

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@46
Cervelat, new condition, in hog bungs.....	16
Thuringer Cervelat.....	20
Farmer.....	24
Holsteiner.....	22
B. C. salami, choice.....	41
B. C. salami, new condition.....	19
Milano salami, choice, in hog bungs.....	41
Arles, choice, in hog bungs.....	41
Frisses, choice, in hog middles.....	39
Genoa style salami.....	51
Mortadella, new condition.....	20
Capicola.....	47
Italian style hams.....	41
Virginia style hams.....	42

## SAUSAGE IN OIL.

Small tins, 2 to 4 lbs.....	5.75
Large tins, 1 to 4 lbs.....	6.50
Frankfurt style sausage in sheep casings.....	7.00
Small tins, 2 to 4 lbs.....	8.00
Frankfurt style sausage in pork casings.....	6.50
Small tins, 2 to 4 lbs.....	7.50
Smoked link sausage in pork casings.....	6.00
Small tins, 2 to 4 lbs.....	7.00

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, per set.....	\$0.82 1/2
Beef rounds, export, per set.....	.42 1/2
Beef middles, per set.....	1.30
Beef kidneys, No. 1, per piece.....	.25
Beef kidneys, No. 2, per piece.....	.20
Beef weasands, No. 1, per piece.....	.10
Beef weasands, No. 2, per piece.....	.10
Beef bladders, small, per doz.....	1.80
Beef bladders, medium, per doz.....	1.55
Beef bladders, large, per doz.....	1.55
Hog casings, medium, f. o. s.....	.90
Hog middles, with cap, per set.....	.18
Hog middles, without cap, per set.....	.16
Hog bungs, export.....	.23
Hog bungs, large.....	.13
Hog bungs, medium.....	.09
Hog bungs, narrow.....	.06
Hog stomachs, per piece.....	.08
Imported sheep casings, extra wide.....	2.25
Imported sheep casings, medium wide.....	1.65
Imported sheep casings, medium.....	1.35

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Port feet, 200-lb. barrel.....	18.00
Pork tongues, 200-lb. barrel.....	45.00
Lamb tongues, short cut, 200-lb. bbl.....	33.00
Lamb tongues, short cut, 200-lb. bbl.....	39.00

## CANNED MEATS.

No. 1/2, No. 1, No. 2, No. 6.....	\$1.75 \$2.25 \$3.25 \$15.50
Corned beef.....	\$1.75
Roast beef.....	2.35
Roast mutton.....	4.75
Sliced dried beef.....	17.50
Ox tongue, whole.....	56.00
Lunch tongue.....	2.50
Corn beef hash.....	1.50
Hamburger steaks with onions.....	1.50 2.35 4.50
Vienna style sausage.....	1.15 2.25 4.15
Veal loaf, medium size 2 lb.....	1.20
Chili con carne with, or without, beans.....	1.25
Potted meats.....	.80

## BARRELED PORK AND BEEF.

Mess pork, regular.....	21.00
Family back pork, 20 to 34 pieces.....	24.00
Family back pork, 35 to 42 pieces.....	26.00
Clear pork back, 40 to 50 pieces.....	21.50
Clear pork back, 50 to 60 pieces.....	20.50
Clear plate pork, 20 to 35 pieces.....	20.00
Clear plate pork, 35 to 45 pieces.....	19.50
Bean pork.....	19.00
Brisket pork.....	20.00
Plate beef.....	14.00
Extra plate beef, 200-lb. barrels.....	15.00
Hog middles, with cap, per set.....	.19
Extra short clears.....	.11
Extra short ribs.....	.11
Short clear middles.....	.12
Clear bellies, 16 to 20 lbs.....	.12 1/2
Clear bellies, 20 to 25 lbs.....	.11 1/2
Clear bellies, 25 to 30 lbs.....	.11 1/2
Rib bellies, 20 to 25 lbs.....	.11 1/2
Rib bellies, 25 to 30 lbs.....	.11 1/2
Rib bellies, 30 to 35 lbs.....	.11 1/2
Fat backs, 10@12 lbs.....	.8
Fat backs, 12@14 lbs.....	.8 1/4

## BUTTERINE.

1 to 6, natural color, solids, f
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# Retail Section

## Issues Rousing Call to Master Butchers

As announced in THE NATIONAL PROVISIONER a short time ago, the next annual convention of the United Master Butchers of America is to be held at Milwaukee, Wis., August 7 to 11, 1922. But while that date is quite a time in the future, it is time to begin preparations for a rousing program in order to make the convention the best that has ever been held.

With this thought in mind President Joseph F. Seng has issued a call to all the members of the United Master Butchers, which is as follows:

Milwaukee, Wis., March 27, 1922.  
Dear Members:

What would happen to our organization if all the members showed as little enthusiasm as many of you have displayed during the past six months? Where would our locals and the national association drift to if no one took any more interest in them than most of you have done in the past half year?

I am not addressing members in the ranks only. We have, I am sorry to say, butchers holding office and on our boards of directors who are not taking the interest in their duties that they should. I know that they are the best of good fel-

lows, yet are perfectly satisfied to be enjoying the other fellows' labor.

Don't tell us you have no time; that you are too busy, and all that. These associations must be looked after in order that they may thrive. It's no use carrying on a dead organization. Either be a live wire or quit your job. No one respects the flabby handshake, for it is the same in action.

Wake up, boys! and let us see in the next six months what there is in us. Then when convention time comes you will have the pleasure of coming to the finest city on earth next to your own home town. Milwaukee will welcome you as her guests.

Details as to how to keep the delegates busy in constructive activities are being worked out, as well as elaborate entertainment.

Ladies, you know how dear to our hearts you are. Don't miss Milwaukee August 7 to 11.

I shall be glad to have ideas and suggestions from all. This is not a one-man's organization. Your great association seal tells you that.

Fraternally yours,

J. F. SENG,

President, United Master Butchers' Association of America.

### POSTER SERVICE FOR RETAILERS.

(Continued from page 20.)

And then think again, if you will, what the effect must be on the buying mind of housewives, when a large beautiful poster in colors (18 by 24 inches) carrying a message of "Try a Savory Pot Roast Today," a message of economy in the buying of meat; a message of palate satisfaction in eating juicy, tender, savory pot roast; a message of service in suggesting to the busy housewife "what to cook" and how, is displayed in the leading stores where meat is sold all over the city. Think of the pot roasts, of the forequarters, which retail meat dealers must inevitably sell, and which packers and wholesalers also must sell. Well, it is no small wonder that such a poster service will accomplish so much, so quickly, at such a low advertising cost!

The answer is plain; it is a service based on correct business building principles including the law of service.

It is a service every meat dealer should embrace, for it means more business, more satisfied customers, more good-will, more net profit for him—for every meat dealer.

#### How to Get the Poster Service.

Mr. Retailer: You may secure this business-building service at nominal cost with little or no trouble. Ask your salesman—he knows; or ask the secretary of your local master butchers' association or the secretary of your local meat council, if indeed your city is so fortunate as to have a local meat council.

Dealers in cities where meat councils have been established may obtain detailed information about the poster service from the secretary of their local meat council. The names and addresses of these secretaries, and of the cities which have councils, are given at the end of the accompanying article.

Dealers in other cities should communicate directly with W. W. Woods, secretary of the National Association of Meat Councils, 22 West Monroe street, Chicago, Ill.

#### Meat Council Secretaries.

Following are the addresses of local secretaries of local meat councils where

retary, 307 Chamber of Commerce building; Meat Council of Rochester, H. L. Springer, secretary, care Wilson & Co., Frank and Commercial streets; Twin Cities Meat Council, R. I. Hodgins, secretary, care J. T. McMillan Co., St. Paul, Minn.

### EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

Buying of all classes of fresh meat this week was on a conservative basis and except in cases where extremely light receipts caused some strength to develop, the price tendency was downward. Beef, veal and lamb were weak to unevenly lower at all markets, with mutton about steady and pork loins strong to higher.

While receipts of beef for the week were generally light, trade was extremely dull and supplies accumulated. The market on steers ruled weak at all times. While cows were in a relatively better position on account of their scarcity, the market was dull and easier. Quality was only fair, with increasing supply of common steers. Forequarters were harder to move than hind.

Compared with one week ago, steers are \$1 lower at Boston and New York, and 50c to \$1 lower at Philadelphia, with cows generally 50c lower. Demand for bulls has been limited with today's prices weak to 50c under last Friday's. Kosher beef trade has been slow, prices ruling unchanged at Boston and Philadelphia and \$1 lower at New York.

Liberal receipts of western dressed veal and seasonably heavy local supply had a depressing effect on the market, and prices ruled weak to unevenly lower. Bulk of receipts were of poor quality. Compared with last Friday, Boston is barely steady, New York \$1 to \$2 lower and Philadelphia \$2 to \$3 lower.

Receipts of lambs were light to moderate, but retailers are buying very sparingly at current prices. The market weakened under accumulated supplies and prices for the week were generally lower. Frozen Argentine lambs were slow sellers at \$24 to \$25 at Boston. Compared with last Friday all markets are weak to \$1 lower.

Conditions in the mutton trade were similar to those of last week. With light receipts the market has had a generally firm undertone during the greater part of the week, with supplies being taken fairly readily, although there was a lower tendency after Thursday. Compared with a week ago, Boston and Philadelphia are steady to \$1 higher, with New York steady.

Light receipts rather than any particular activity to the demand caused a stronger market on fresh pork loins. Other pork cuts were draggy, and prices showed declines for the week. Compared with a week ago, loins are \$1 to \$2 higher at Boston and Philadelphia, and \$1 higher at New York. Other fresh cuts were unevenly 50c to \$1 lower at all markets.

Boston is closing weak on beef, veal and lamb, with mutton and pork steady; there will be a good clearance on beef, veal, mutton and fresh pork, with a probable carry-over of lamb. New York is closing weak on beef and veal, with lamb, mutton and pork steady. Some beef and veal may be carried over. A good clearance will be made on other classes. Philadelphia is closing steady to firm on pork, with other classes generally steady. Some beef and lambs may be carried over, while other classes will be all sold out.

### Are You a Salesman?

"The efforts initiated by the Meat Councils will show you whether you are a salesman, or merely an order taker. Sell the cuts which are selected to be featured. Your salesmanship is demonstrated in selling the so-called 'rough meats,' in balancing your sales and selling all parts of the carcass.

"I have a market for which during 25 years I bought only hindquarters, ribs and loins. Now I buy straight cattle there. It is absolutely necessary to sell all of the meat animal. When the packer buys the whole 'critter,' he must sell the whole 'critter.' Get back of the counter and push every cut!"—Joseph F. Seng at the Detroit Retailers' Mass Meeting.

**LOCAL AND PERSONAL.**

Smith Bros. will open a meat market at Dubuque, Ia.

H. A. Day has sold his meat market at Vicksburg, Mich.

Andrew Oak is a new meat market owner at Clinton, Ia.

Ben Noble has opened the meat market at Livingston, Wis.

John Beckett has purchased a meat market at Meriden, Kans.

Charles W. Wright, Monticello, Ind., has bought a meat market.

Dodd-Pickett-Yale Co. will open a meat market at Osceola, Wis.

Raymond Bohanek has opened a meat market at Marquette, Ia.

J. B. Horn is planning to open a meat market at Shelbyville, Ill.

Lee Waste has bought the Kubichek meat market at Antigo, Wis.

Earl Angus has sold his meat market at Albion, Nebr., to L. S. Smith.

Clyde Cruise, of Kearney, has purchased the Palace Market & Grocery.

The McConley meat market was opened recently at Osawatomie, Kans.

Walker Bros. Grocery Co., Monroe, La., has added a meat department.

Peter Ripple's meat market, Halliday, N. D., was burned out recently.

Messrs. Holmberg and Erickson have opened a market at Decorah, Ia.

Arthur Hedburg has just purchased a new meat market in Jamestown, Pa.

Ed. Terill's store at Colchester, Ill., is to be remodeled into a meat market.

Pearl McKinney has sold his meat market at Ravenna, Nebr., to Frank Fisher.

Guy McGrew of Havanna, Ill., sold his meat market to an East St. Louis party.

Charles Greenawalt has purchased the John Deemer meat market at Reading, Pa.

Howard Upston has sold his meat market to E. E. Abel & Son, Tekonsha, Mich.

Ben Harrison sold his meat market at Forrest, Ill., to the Kammerman brothers.

The meat market of Frank Clyde, Ewing, Nebr., has been destroyed by fire.

A. H. Hause, Burlington, Wis., will open a meat market in the Beaumeister building.

A. J. Graydon is to open a meat department in his grocery store, East Troy, Wis.

E. E. Abel & Son have purchased the Howard Upston meat market at Tekonsha, Mich.

Heim's meat market on West Jackson street, Macomb, Ill., was destroyed by fire recently.

Krist & Stefanoff have engaged in the meat and grocery business at Jackson, Michigan.

T. M. Larson sold his restaurant and meat market at Ellendale, Minn., to S. Charbona.

Rose & Howard have purchased the meat market of Waddell & Boyer, Charlotte, Mich.

Shindorf & Spicer, Belding, Mich., have been succeeded in the meat business by Ledger Bros.

K. Mitchell has succeeded to the entire business of the M. & J. Packing Co., Spokane, Wash.

Thomas Market Co. have opened a meat market at Eighth and Quay streets, Manitowoc, Wis.

Frank Murphy, 750 Howland avenue, Kenosha, Wis., has sold his meat market to D. E. Corr.

Scottville, Kans., now has two meat markets. Mr. Bellville recently opened the second one.

Ivan Fields and Oscar Peterson will open a meat market in the Hilbert block, Reedsburg, Wis.

Al Kern, Marion, Ind., has been made manager of the Buehler Bros. meat market at Delphos, O.

Temple & Spicher have purchased the meat and grocery business of H. W. Stonebarger, Gibbon, Nebr.

F. L. Scott, Ruba, N. Y., recently purchased the meat market of Martin O'Brien at 8 East Main street.

Rule Averett and Ike Brown have bought the meat market formerly owned by Hamer Bros., Provo, Utah.

# BAKER SYSTEM

The Baker System of Mechanical Refrigeration protects your perishable food products—eliminates present losses through tainted meats, trimmings and spoilage. You can cut out the big ice bills, too.

There's a Baker System to meet every requirement—from 1 to 50 tons daily refrigerating capacity. You'll be surprised to learn how economically you can have better refrigeration. The saving in present losses will soon pay for the Baker System.

Write us about your requirements—Baker engineers at your service without obligation.

*Ask for Bulletin 42-D—It's free.*



## Baker Ice Machine Co., Inc. Omaha, Neb.

Branch Offices in Thirteen Cities

Al. Wochner has purchased the interest of his partner, Al. Norman, in the Mackay business of Joseph Rameley, West Water street, Piqua, O., and is now operating in his new location.

E. O. Minnich has purchased the butcher business of Joseph Rameley, West Water street, Piqua, O., and is now operating in his new location.

G. W. Logel and C. B. Smith of Franklin, Tenn., have succeeded J. J. Kittrell as proprietors of the market in the square at Murfreesboro, Tenn.

Elmer and Herbert Schabo have purchased the Alferi company meat market at Appleton, Wis., in which extensive improvements will be made.

The Waddell & Boyer meat market at Charlotte, Mich., is now known as the Rose & Howard market since Messrs. Del Rose and Allen Howard purchased it.

G. W. Shaffer Stores Co. have opened up a new meat market at 1500 Thirteenth street, Altoona, Pa., in connection with the Shaffer grocery store at that location.

Messrs. G. W. Logel and C. B. Smith, who have a meat market at Franklin, have embarked to J. J. Kittrell on the south side of the square, Murfreesboro, Tenn.

Claude Sabin has sold his interest in the Woodlawn meat market at Grand Rapids, Mich., to Homer Sawdy, and in the future it will be known as Raffier & Sawdy.

Fred Smith of Hudson, O., has sold his share in the meat market conducted by A. Comstock and himself, to Mr. Comstock. Mr. Smith will open a meat market at New Philadelphia.

### For Sausage Makers

## BELL'S

Patent Parchment Lined

## SAUSAGE BAGS

and

## SAUSAGE SEASONINGS

For Samples and Prices, write

**THE WM. G. BELL CO.  
BOSTON**

MASS.

The Manhattan meat market of Jacksonville, Fla., will open a meat market on Hendricks avenue, South Jacksonville, Fla.

Fred R. Bozarth has purchased a half interest in the Model grocery, Grangeville, Ida., and takes charge of the meat department.

Arie Schilder, who a few years ago was affiliated with the Holland meat market at Pella, Ia., recently purchased same from Wm. Van Wely.

Fred Ruediger has bought an interest in the Schellenberg & Jones meat market, West Point, Nebr. The new name is Schellenberg Meat Co.

The Deacon stores at Zanesville, O., were recently opened with John T. Lange, Wilbur Ledman and Claude Wilhelm as the new proprietors.

Hopfensperger Bros., meat, incorporated at Appleton, Wis., capital \$125,000. Incorporators, C. Hopfensperger, E. Hopfensperger, A. Ringmeier.

# New York Section

J. W. Allerdice, vice president of the Indianapolis Abattoir Co., was in New York this week.

A. W. McLaren, superintendent, traffic department, Morris & Company, Chicago, is in town this week.

E. W. Phelps, manager of the Harrisburg branch of Swift & Company, is spending the week in New York.

R. H. Howe, soap department, and F. S. Doane, beef cutting department, Swift & Company, Boston, are in New York this week.

The Wilson Fellowship Club will have a spring dinner and dance at the Hotel Marseille, 103rd Street and Broadway, on Saturday evening, April 8.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending March 25, 1922, on shipments sold out, ranged from 11 cents to 14.50 cents per pound, and averaged 13 cents per pound.

Louis Joseph, head of the beef department of Wilson & Company, New York, sailed on the New Amsterdam last Saturday to visit his relations in Europe. Mr. Joseph will be gone for two months, and

as this is the first visit in seventeen years, it is needless to say his folks will be glad to see him, as his friends will be upon his return to the States.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending March 25, 1922: Meat—Manhattan, 5,234 lbs.; Brooklyn, 10 lbs.; The Bronx, 18 lbs.; Queens, 75 lbs.; Richmond, 35 lbs.; total, 5,372 lbs. Fish—Manhattan 70 lbs. Poultry and game—Manhattan, 194 lbs.; Queens, 7 lbs.; total, 201 lbs.

The fine new establishment of M. Kraus & Bros. had its opening recently in the new building at 59 to 68 Little West 12th St., West Washington Market, directly across the street from their old quarters. The unusually rapid growth of this business made it necessary for them to find larger quarters. They now occupy the entire building, there being two large coolers, one 27 by 64 ft. and the other 22 by 40 ft., for the handling of sheep and lambs only. The coolers and sales floor were crowded to capacity on the opening day. One of the evidences of their popularity is that they were practically swamped with flowers from friends and customers. The fine exhibition of dressed sheep and lambs was a sight well worth seeing. The head of this company, Max Kraus, is an unusual meat man. His first experience in the meat business was only six years ago. He learned rapidly, and by his new and up-to-date methods, which are now familiar to the entire market, he

built up what is probably the biggest mutton business in greater New York, mutton being the only kind of meat he handles. Mr. Kraus has surrounded himself with an excellent staff, and by his treatment has gained the respect and loyalty from driver and lugger to office staff, which means so much to a properly conducted business. The old establishment is retained for the sale of veal and provisions, no beef being handled in either establishment. There are ways and ways of building up a business, and these three brothers, Max, George and Sigmund, seem to have found the right way.

## CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

Monday's trading was slow in starting, but later showed considerable activity, and Monday and Tuesday recorded a liberal movement of fresh meat. With the exception of beef and lamb, on which prices are unchanged from a week ago, prices show advances of \$1 to \$2. Demand was well in line with offerings, which were little lower than moderate.

Offerings of steer beef consisted largely of medium and good grade, selling from \$13 to \$14.50, or unchanged from last week end. Assortments were good with a liberal percentage of desirable handweight butcher steers, the heavier bullocks lacked smoothness, but were desirable for heavy cuts, in which form they were generally sold.

The few choice steers available easily brought top quotation of \$15.50 with an occasional sale at \$16. However, \$14.50 to \$15 took a grade satisfactory to the best class of trade. Many desirable heifers were included among the steer offering. Assortments of cow beef were satisfactory, with a good percentage of handweight butcher cows selling from \$10 to \$11. There was a fairly good demand for heavy cow sets.

Chucks and rounds, of all grades, held fairly well, with prices somewhat uneven in different localities. Demand for bologna bulls was slow and no change in prices from a week ago is noticeable. Under a slow demand Kosher beef prices are mostly a dollar lower than a week ago.

Fairly liberal receipts of calves included a good percentage of common and medium grade, selling from nine to thirteen dollars. Country dressed calves were more plentiful, but the percentage of choice calves was small. Under a fairly good demand prices show advances of \$1 over a week ago.

With receipts moderate and demand fair, there was no change in prices of lamb from a week ago.

With receipts light and demand good, mutton prices show an average advance of \$1 over last week's closing. Anything on the handweight order, suitable for the butcher trade, held preference over heavy sheep, which were all sold in cuts.

With moderate supplies and sufficient demand to keep stocks moving well, pork prices steadily advanced with loins showing the greatest gain. Unfavorable weather after midweek had no ill effect on prices, as supplies were low and demand sufficient to make a good week-end clearance.

As compared with last Friday, steers, cows, bulls and lamb unchanged, veal and mutton, generally \$1 higher, pork loins \$1 to \$2 higher, shoulders and Boston butts 50 cents higher, picnics unchanged and spareribs \$1 higher. There will be a light carry-over of beef, and common calves, with stocks of other meats well cleaned up.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Mar. 30, 1922, as follows:

	CHICAGO	BOSTON	NEW YORK	PHILA.
<b>STEERS:</b>				
Choice	\$15.00@15.50	\$...@...	\$...@...	\$...@...
Good	13.00@15.00	12.00@12.50	13.00@13.50	12.00@12.50
Medium	13.00@14.00	11.50@12.00	12.50@13.00	11.50@12.00
Common	11.00@12.00	11.00@11.50	11.50@12.00	10.00@11.00
<b>COWS:</b>				
Good	10.50@11.50	10.00@10.50	10.50@11.50	10.00@10.50
Medium	10.00@10.50	9.50@10.00	9.50@10.00	9.50@10.00
Common	8.50@ 9.50	9.00@ 9.50	9.00@ 9.50	9.00@ 9.50
<b>BULLS:</b>				
Good	...	8.00@...	...	9.00@10.00
Medium	...	7.00@ 7.50	8.50@ 9.50	8.00@ 9.00
Common	7.00@ 7.25	6.50@ 7.00	8.00@ 8.50	7.00@ 7.50
<b>Fresh Veal:</b>				
Choice	16.00@17.00	...	16.00@17.00	...
Good	14.00@15.00	...	13.00@15.00	14.00@15.00
Medium	12.00@14.00	12.00@14.00	12.00@13.00	12.00@14.00
Common	9.00@10.00	10.00@12.00	10.00@11.00	10.00@12.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMBS:</b>				
Choice	28.00@29.00	28.00@29.00	28.00@30.00	28.00@...
Good	27.00@28.00	27.00@28.00	27.00@28.00	26.00@27.00
Medium	25.00@27.00	26.00@27.00	25.00@26.00	25.00@26.00
Common	22.00@25.00	24.00@25.00	22.00@24.00	24.00@25.00
<b>YEARLING:</b>				
Good	...	...	...	23.00@24.00
Medium	...	...	...	...
Common	...	...	...	...
<b>MUTTON:</b>				
Good	19.00@21.00	20.00@21.00	19.00@20.00	20.00@21.00
Medium	18.00@19.00	17.00@19.00	16.00@18.00	19.00@20.00
Common	12.00@16.00	14.00@16.00	14.00@16.00	15.00@17.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 pound average	22.00@23.00	22.00@22.50	23.00@24.00	23.00@24.00
10-12 pound average	21.00@22.00	21.00@22.00	22.00@23.00	20.00@21.00
12-14 pound average	19.00@20.00	20.00@21.00	21.00@22.00	19.00@20.00
14-16 pound average	18.00@19.00	19.00@20.00	20.00@21.00	17.00@18.00
16 pounds and over	16.00@18.00	18.00@19.00	19.00@20.00	15.00@16.00
<b>SHOULDERS:</b>				
Plain	...	...	...	...
Skinned	15.00@16.00	...	16.00@17.00	14.00@15.50
<b>PICNICS:</b>				
4-6 pound average	13.50@14.00	14.50@15.00	...	14.00@15.00
6-8 pound average	13.00@13.50	14.00@14.50	15.00@16.00	...
<b>BUTTS:</b>				
Boneless	...	...	...	...
Boston style	16.50@17.50	...	18.00@20.00	17.00@18.00

\*Veal prices include "hide on" at Chicago and New York.

**ROCHESTER MEAT COUNCIL.**

At a recent meeting the Rochester, N. Y., Meat Council adopted a constitution and by-laws. During the next few weeks frequent meetings of the various committees, which have just been appointed by President J. G. Comerford, will be held for the purpose of putting the Council in working order.

The committees are as follows:

Executive Committee—Charles F. Glatz, chairman; O. H. Landgren, Henry L. Marsh, John Heffernan, L. E. Andrews and George Peters.

Committee on Public Relations—Alfred G. Anderson, chairman; Raymond J. Tierney, F. M. Tobin and John Burkhalter.

Committee on Trade Relations—L. E. Andrews, chairman; M. J. DeWitt, Max Russer, Louis Herzberger, George Fromm, H. L. Springer, N. C. Ruby, James E. Walker, Jacob Johnson and Dewey D. Crittenden.

Committee on Merchandising Problems—John Heffernan, chairman; Henry L. Marsh, O. H. Landgren, John Burkhalter, James E. Walker and Charles F. Glatz.

Committee on Marketing Information—N. C. Ruby, chairman; F. M. Tobin, Raymond J. Tierney, George Peters, Albert F. Walker, M. J. DeWitt, George Fromm, Louis Herzberger, Joseph J. Brown and Charles Haseupflug.

**MASTER BUTCHERS' MEETINGS.**

Secretary Philip Erman of the Washington Heights Branch reports that the meeting held on Tuesday evening was probably one of the best attended this season. A discussion was held as to the advisability of having a district counsellor, and the secretary was instructed to write the different branches for their opinion. The committee to the Meat Council was also instructed to take the subject up at the next meeting of that body for the purpose of getting opinions. It was also decided to have discussions at each meeting as to the wholesale and retail prices. A committee, composed of Ed. Schmelzer, chairman, Frank Kunkel and the Reiss brothers, was appointed to take charge of the proposed beefsteak dinner. The secretary was instructed to notify all precincts from 125th Street to Fort George to the effect that certain butchers are doing business on Sundays. Five new members were added to the roll. A new by-law committee was appointed. Several of the members are going to Europe shortly and the Branch is planning to give them a farewell party. A report was received that certain butchers on the Heights are advertising and misrepresenting goods.

Aaron Roth reports that the next meeting of the Hudson County Branch, United Master Butchers, will be an open one for all butchers of Hudson County, and on April 17, this Branch will hold an entertainment. The last meeting was an unusually large one and among the many subjects discussed were the matter of changing the by-laws, increasing the membership and taking up with the city administration the matter of closing markets on Sundays. The plate glass insurance report showed a probable saving of 50% on the policies for the present year. A report was received that the plans for the fat rendering establishment were nearing completion.



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